

TECHNOLOGY DEPARTMENT

The

AUGUST, 1947

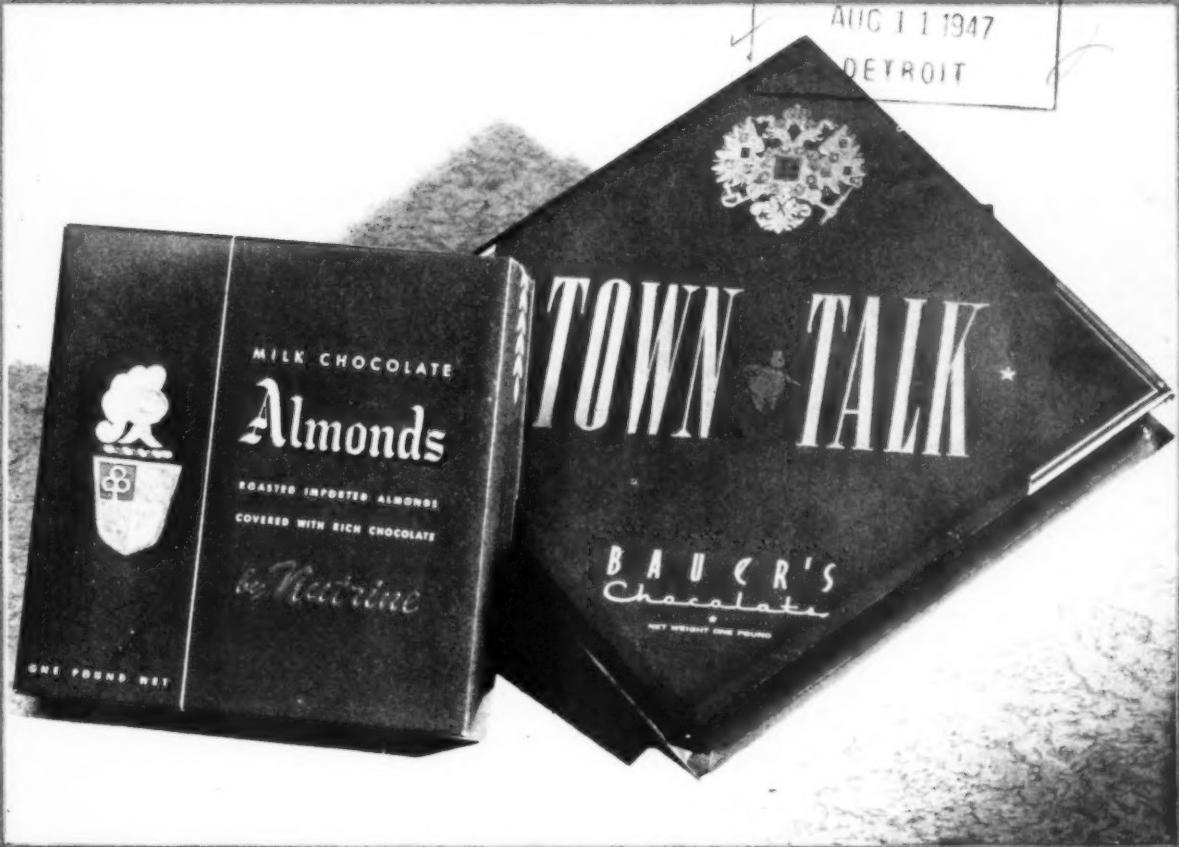
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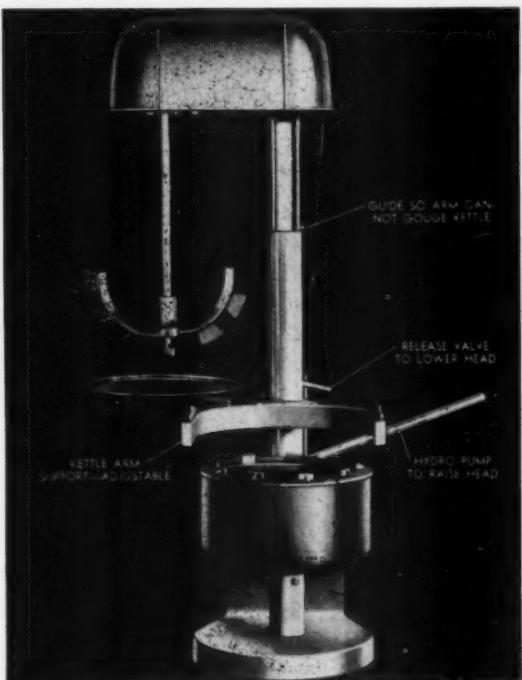
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VOLUME XXVII, NO. 8

AUGUST, 1947

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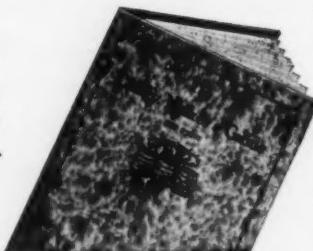


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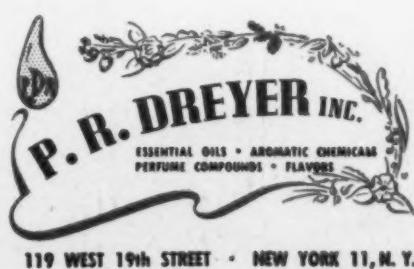
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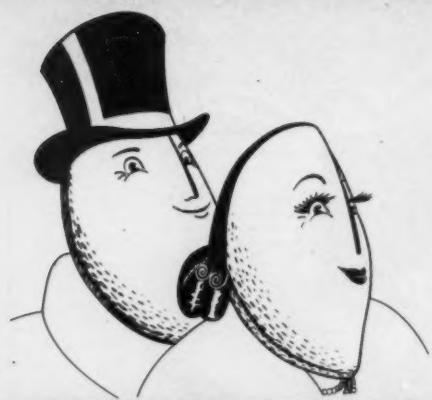
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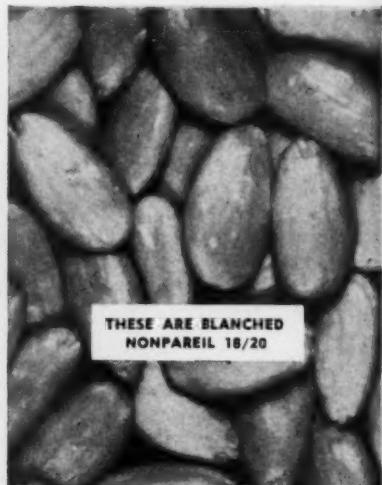
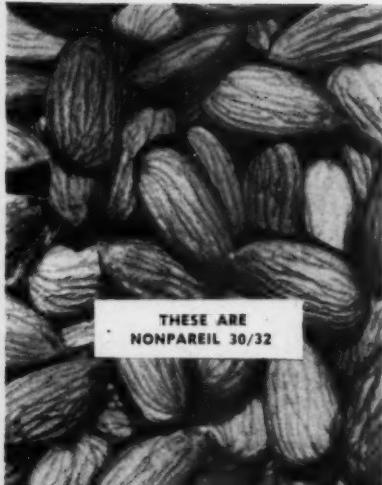
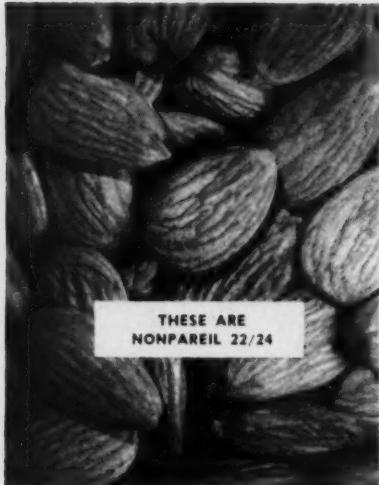
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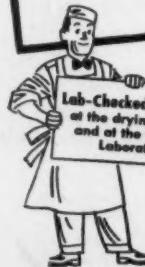
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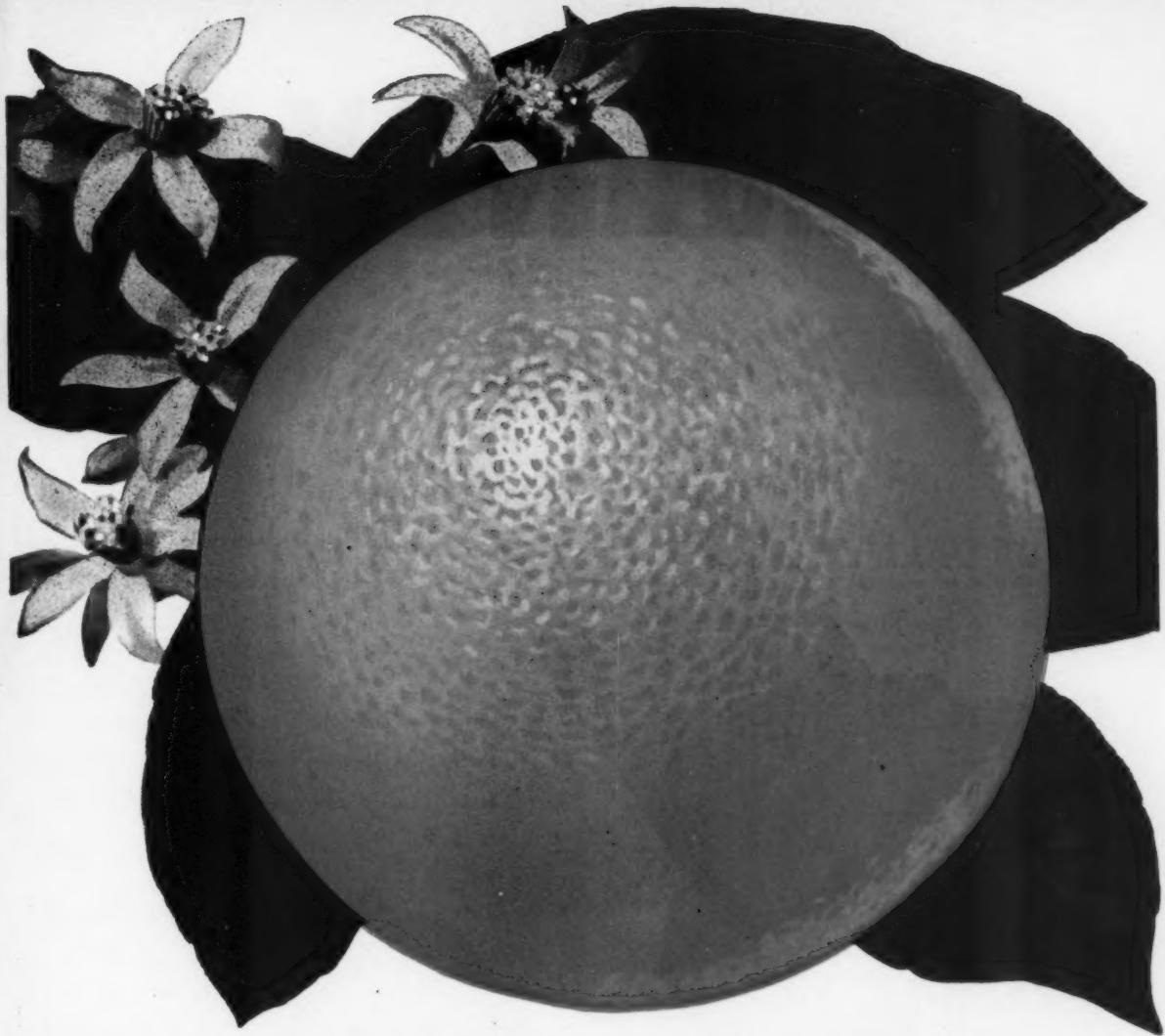
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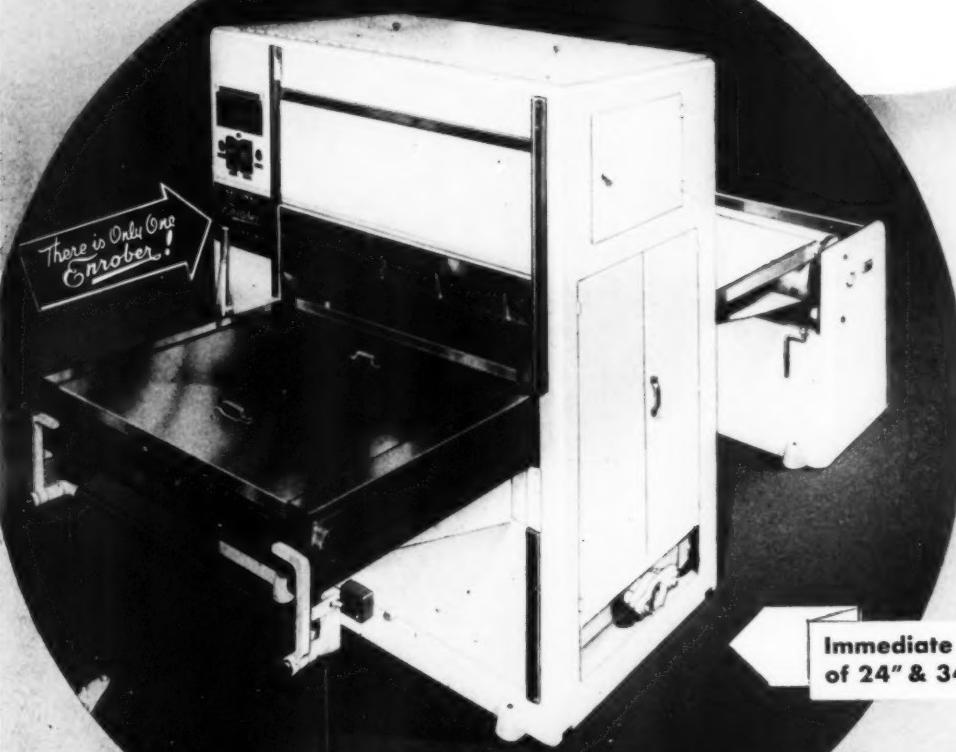
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CONFECTIONERY ANALYSIS and COMPOSITION

By
STROUD JORDAN, M.S., Ph.D.
and
KATHERYN E. LANGWILL, M.S., Ph.D.

\$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

Moisture (Ch. 1)
Ash (Mineral Matter—Ch. 2)
Sugars (Ch. 3)
Starches (Ch. 4)
Proteins (Ch. 5)
Fats (Ch. 6)

Colloidal Materials (Ch. 7)
Nuts and Fruits (Ch. 8)
Acids (Ch. 9)
Incidental Materials (Ch. 10)
Reconstructed Formulas (Ch. 11)
Hard Candy (Ch. 12)
Coated Candies (Ch. 19)

Sugar Cream (Fondant Ch. 13)
Fudge (Ch. 14)
Caramels and Toffees (Ch. 15)
Marshmallow (Hard & Soft Ch. 16)
Nougat (Ch. 17)
Gums and Jellies (Ch. 18)
Appendix

BOOK SECTION

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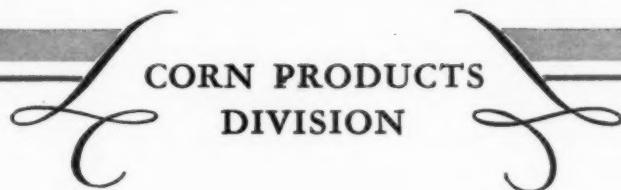
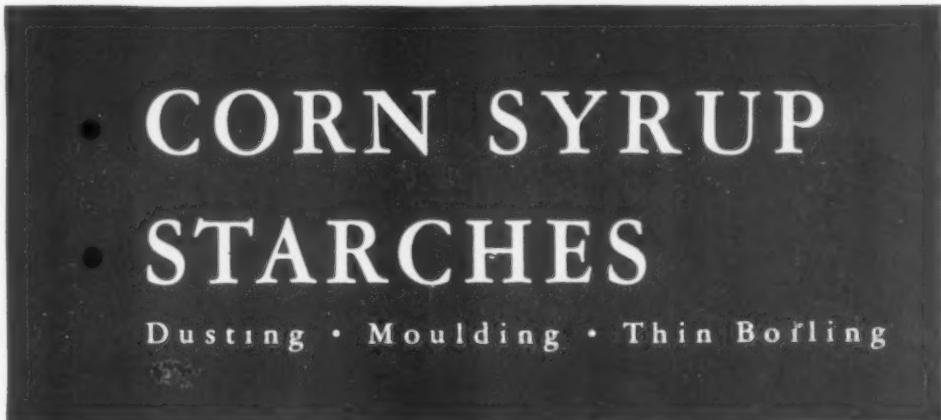
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COPPER . . .



(Above) A battery of "Simplex" Vacuum Candy Cookers, manufactured from Anaconda Copper by the Vacuum Candy Machinery Company, New York, at the Life Saver Corporation plant. This famous candy manufacturer has standardized on copper for its cookers because the red metal affords the highest heat transfer qualities, thus cutting the time necessary for cooking.

10 MINUTES FOR COOKING AND COOLING

(At Left) A "Simplex" candy unit used for making quality cake icings by a large New York bakery. Cooked and cooled syrup has just been poured into the cream beater for stirring into cake icing. This unit can cook and cool a batch of syrup in 10 minutes.

ITS QUICK HEAT TRANSFER

SPEEDS CANDY MAKING

COPPER, in the candy manufacturing industry as in chemical and process industries, helps to save time and labor—and increases efficiency.

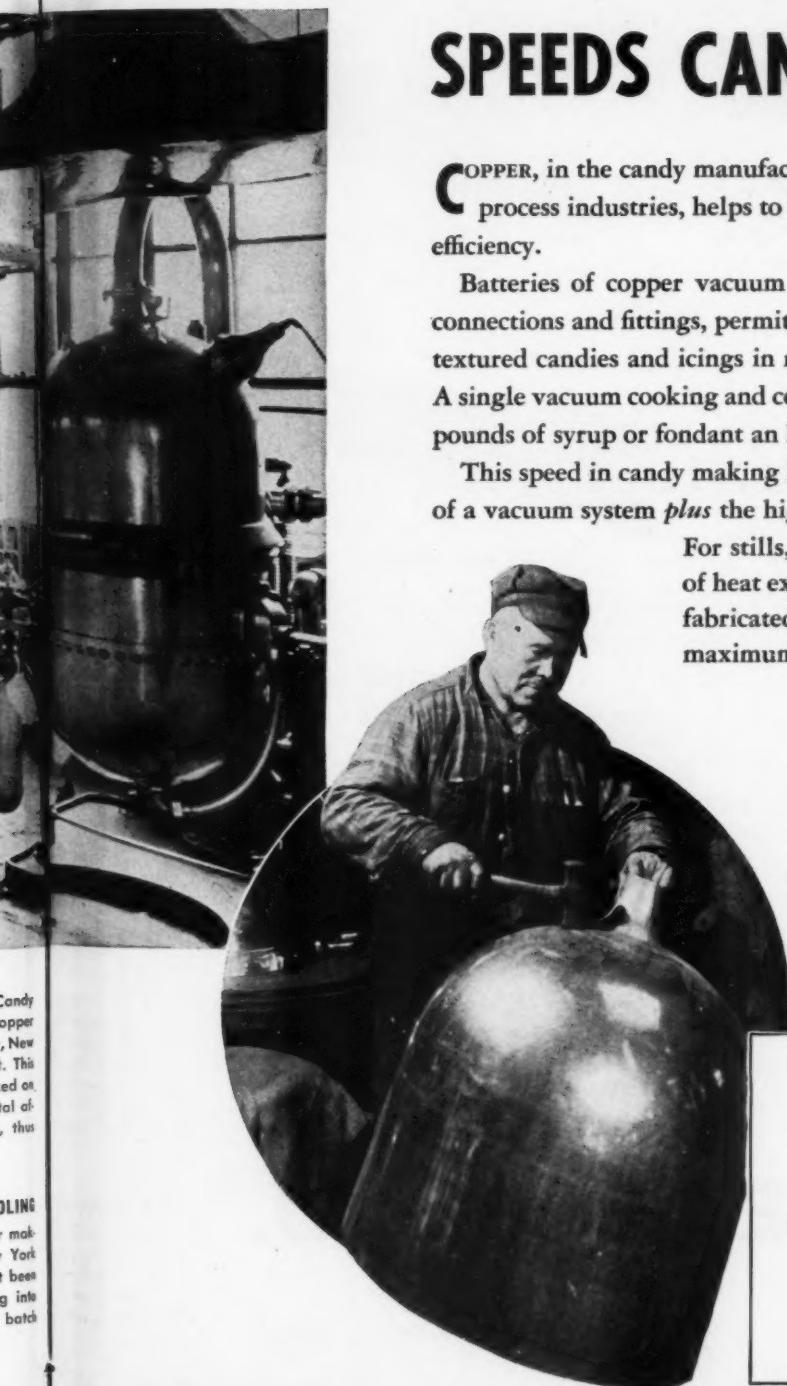
Batteries of copper vacuum candy cookers, with copper tube connections and fittings, permit fast, large scale production of fine textured candies and icings in modern candy plants and bakeries. A single vacuum cooking and cooling unit can produce up to 1,500 pounds of syrup or fondant an hour.

This speed in candy making is made possible by the application of a vacuum system *plus* the high thermal conductivity of copper.

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47306

Shaping copper shell of vacuum candy cooker, for Vacuum Candy Machinery Company, at the Atlas Copper and Brass Manufacturing Company, Chicago. Upper half of dome is formed from Anaconda Cold Rolled Electrolytic Copper circle 46" in diameter and .109" gage.



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Non-Clogging

Due to the separate inlet and outlet, the candy flows from the tank directly into the pumps without the necessity of going through the rather circuitous route of the ordinary type of bar where the candy passes through a hole to a channel in the valve slide, then along this channel to the under side of the pump, then up into the pump.



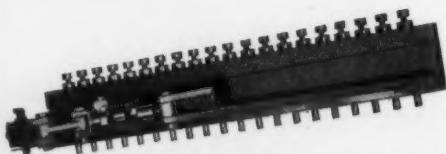
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TRIPLE BAR—REAR



TRIPLE BAR—FRONT



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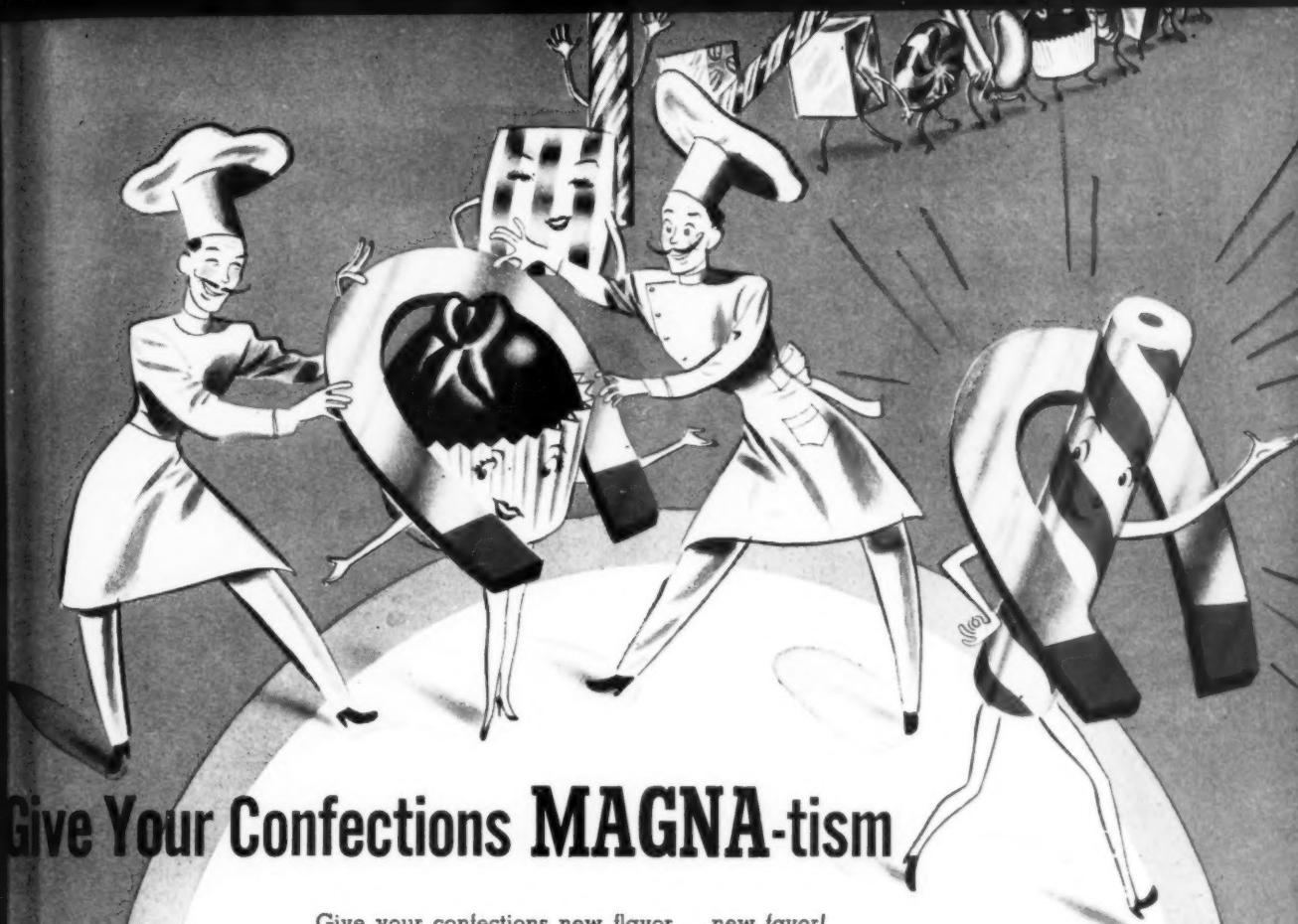
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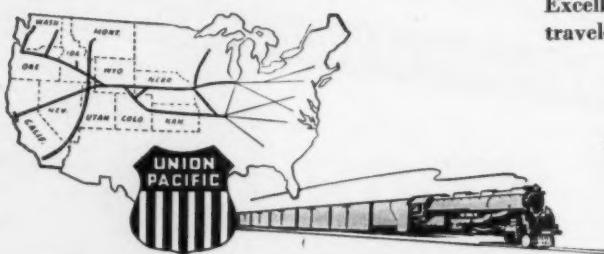
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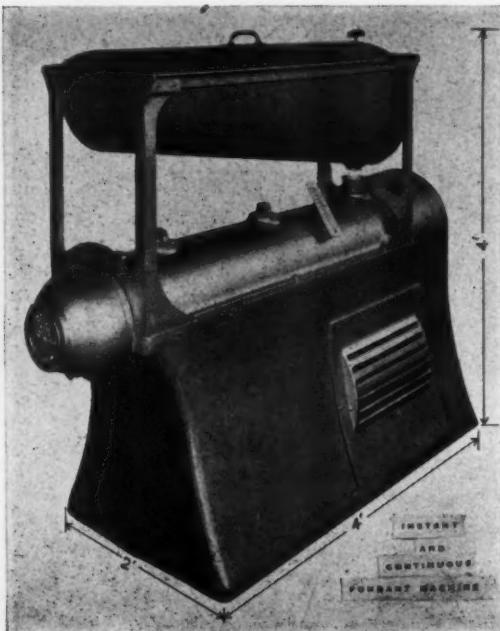
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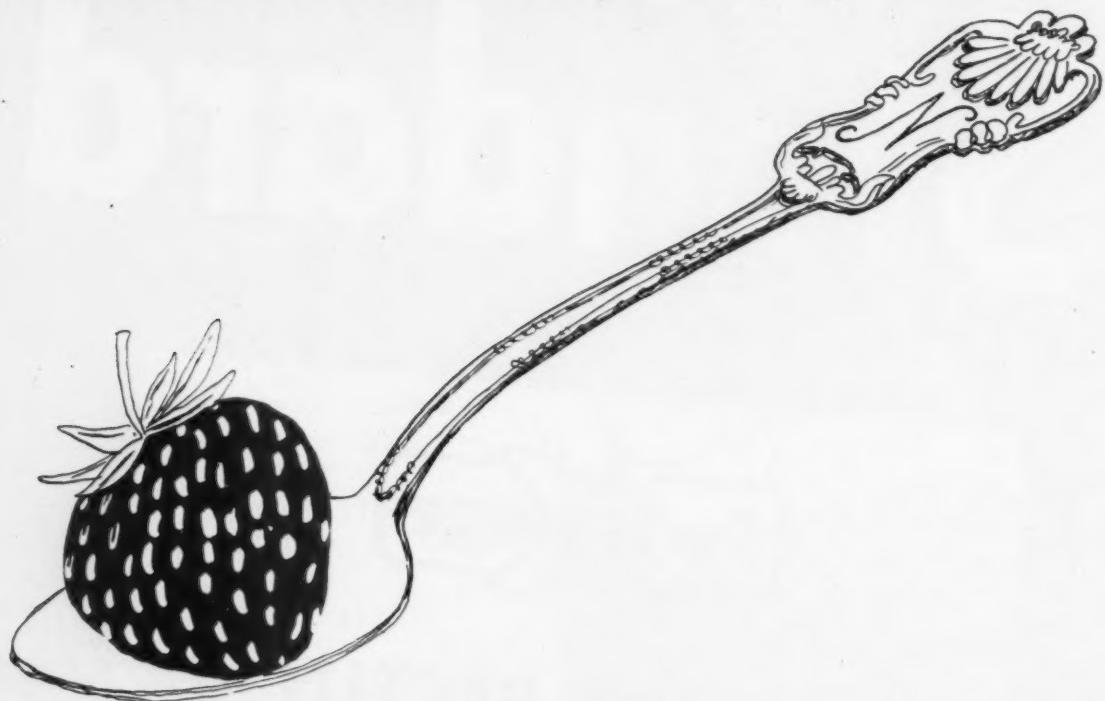
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"Three-Way Conditioning" at Sharp & Shearer's: Answer to Product Uniformity

Cooling, dehumidification, and insulation achieve more uniform product, smoother production, and improved working conditions at Sharp and Shearer, Inc., Reading, Pa., plant.

SHARP AND SHEARER, INC., of Reading, Pa., manufacturers of the novel combination cough-drop-and-lollipop, known as Kiddie-Kof, has achieved a more uniform product, smoother production, and improved working conditions through a production-room air conditioning job which embodies all three factors—cooling, dehumidification, and insulation.

By keeping production room temperatures at 70° F. and humidity at 40 per cent, the hard-candy base of both the Kiddie-Kofs and Sharp's packaged cough drops does not absorb room moisture, and therefore the stickiness and tackiness usually accompanying Summer dampness are avoided. This facilitates handling, prevents machines from gumming up and keeps the Summer-time make-up of the pharmaceutical identical with that of the Winter product.

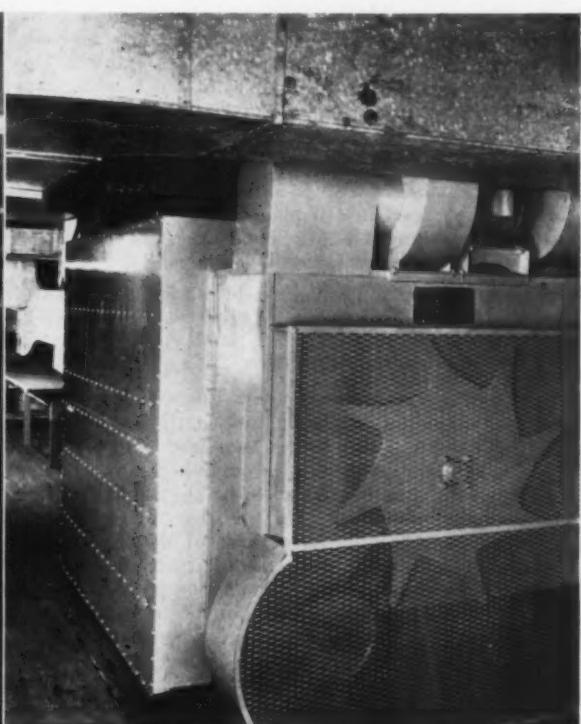
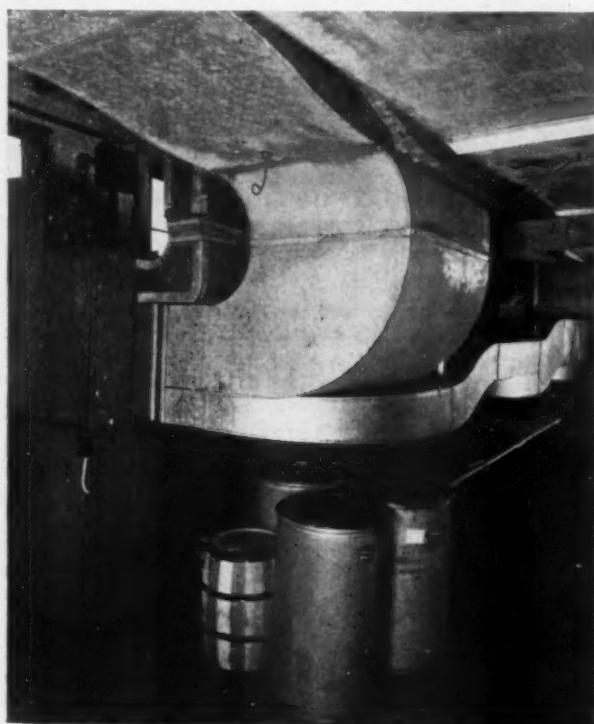
Air conditioning is valuable from a packaging standpoint because, in using cellophane as an enclosing media, room air is sealed within the package. If this air contains moisture, low temperatures encountered

after shipment are likely to cause condensation on the inside surface of the wrapper. This moisture causes graining and discoloration, although it does not affect the flavor or the medicinal qualities of the product. When the packaging room is dehumidified, as it is here, the product is assured of a longer shelf life.

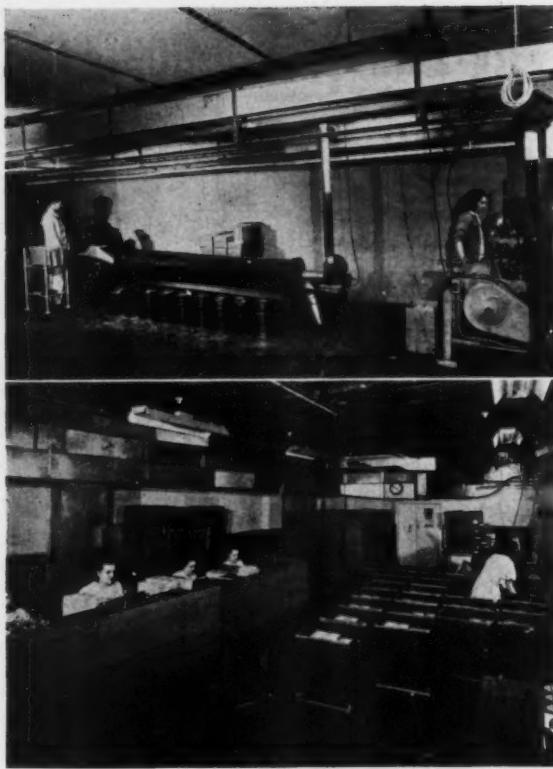
High employee efficiency is another factor which is an important by-product of the air condition installation.

The rooms insulated and conditioned include a forming room 30 feet by 50 feet, a packaging room of the same size as the forming room and located directly below it, and a corn syrup storage room measuring 22 feet by 22 feet.

The forming room contains the continuous machinery for molding both the cough drops and the Kiddie-Kof Suckers, and the sucker-head cellophane wrapping unit. Formed cough drops are run along overhead conveyors which are located directly beneath cooling ducts. These ducts—see Figure 1—have lipped slits in the underside



THREE CONDITIONERS in series—left—deliver air to forming and packaging rooms at temperature of 70° F. and 40 per cent humidity. Note mineral wool insulation on discharge duct, which prevents Summertime sweating. DE-HUMIDIFIER—right—dries mixture of air from production rooms and outside atmosphere to 40 per cent humidity by passing it through activated beds of alumina.



PERFORATED DRUM (above) tumbles and cools suckers before they are wrapped. **Packaging room** (below) shows ventilating ducts. Floor is insulated with mineral wool, but ceiling is not because room above is also ventilated.

mechanism which delivers the air to be dried to some of the alumina beds while directing another stream of gas-heated air through spent beds to reactivate them.

After leaving the Lectrodryer, air is delivered to the three Yorkaire units—see *Figure 4*. Each unit is rated at 10 hp. and contains two 5-hp. compressors, a cooling surface, and a 2-hp. discharge fan and motor. The three units are connected in series, and each takes a third of the Lectrodryer output plus a portion of recirculation air. The cooling element cools the dehumidified air to 70°F., and the fan discharges it into insulated ducts. The insulation is $\frac{1}{2}$ " of mineral wool in the new board form, secured in place at duct corners by 2" x 2" galvanized angles.

"Sweating" Troubles Eliminated

This insulation on the cold air ducts between refrigerating units and point of entry to air conditioned spaces, prevents conditioned air from gaining or losing heat in reaching preparation and packaging rooms. In addition sweating is prevented, prolonging the life of the ducts and eliminating a source of maintenance troubles.

As walls of the production rooms are of thick brick, no wall insulation is required and, as the two insulated rooms are one above the other, the floor dividing the two rooms is not insulated. The floor of the packaging room on the second floor and the ceiling of the preparation room on the fourth floor are insulated with granulated mineral wool insulation. Ceiling rafters are walled in with celotex board and the space filled with granulated mineral wool. The nodules are blown into the voids between flooring and celotex.

Room Insulation Limits Changes

Room insulation limits the change in air temperature and humidity within the preparation and packaging rooms—this means that the air conditioning equipment has only to condition the air recirculated through these rooms, plus a small addition of fresh air (a much lesser load than would be required if all fresh air had to be conditioned).

Sharp & Shearer also uses mineral wool in insulating the room in the basement in which syrup is stored. In this case the object is to keep heat in rather than out. The syrup is contained in a 12 x 12 x 6-foot tank of $\frac{1}{4}$ -inch welded steel construction. The tank holds about 60,000 pounds of corn syrup, and is maintained at 95° to 100°F. by means of gas unit heaters. Syrup is maintained at this temperature so that it will flow easily. If kept at room temperature it would tend to become viscous and sluggish. This room also contains a pump that sends the corn syrup to the fourth floor cooking room through insulated pipes. Thermostatically controlled heat coils keep the syrup at the required temperature until its arrival at the fourth floor.

All the elements of the air conditioning system—dehumidification, cooling, and insulation—have been installed a little over one year, and to date the fine results in product uniformity, good packaging, comfort, and minimum machine sticking have been achieved without breakdowns of any kind and with a minimum of maintenance.

through which conditioned air constantly blows down onto the product, thereby cooling it rapidly and eliminating waste time between production and packaging.

Suckers are tumbled as they are cooled. A fan draws air from one of the above mentioned ducts and discharges it into a smaller duct inside the tumbler. This duct discharges conditioned air onto the suckers, thus cooling them. After tumbling has knocked off sharp edges, suckers are individually wrapped in cellophane and conveyed by chute to the packaging floor below.

Here the suckers are packed in boxes of six, the boxes are wrapped in cellophane, and finally packed in cartons for shipment to wholesale druggists throughout the United States and Canada—see *Figure 2*.

The air conditioning plant itself consists of a Lectrodryer and three Yorkaire units.

Removes Unwanted Moisture

The Lectrodryer—see *Figure 3*—takes in a mixture of fresh air and recirculation air—at the rate of 3000 cu. ft. a minute—and removes undesired moisture. This is done by passing the air through beds of activated alumina, which take up moisture by the physical action of submicroscopic pores. The absorber, in the process of drying, converts the latent heat of the moisture in the air into sensible heat. In addition some 20 per cent more sensible heat results from the release of residual heat left over from the reactivation of previously saturated beds (done by gas heating). Therefore, the machine is equipped with an aftercooler using cooled water for lowering the temperature of the air before sending it on to the Yorkaire air conditioners. This reduces the load on the refrigerating units. The cooling water is circulated through a cooling tower and used again—at the rate of 24 gallons a minute. The Lectrodryer is a multiadsorber unit with a rotary valve

How to Manufacture Tasty HAND ROLLED CREAMS

By WALTER L. RICHMOND

Plant Superintendent, D. Goldenberg, Inc., Philadelphia



Walter L. Richmond

year-after-year new developments in the confectionery industry. By dividing the art of candy making into three operations, and by carefully and skillfully explaining the reasons for each operation in step-by-step analysis, he offers valuable "know how" to all candy manufacturers and their personnel.

THE METHOD of manufacturing hand rolled creams gives them a tender texture that is hard to duplicate in a cast cream center. Originally, these creams were "doctored" with cream of tartar, acetic acid, or other "doctors." At a later date, the use of invert sugar of standard strength has replaced these older methods of doctoring hand rolled creams. The following formulae include the old and new methods of manufacturing hand rolls. Each formula has its merits, and the skill of workmanship employed will govern to a large extent the quality of the finished product. These creams can be rolled by hand, cut-roll machine, or hand roll press. Some variation in cooking will be necessary when creams are machine formed. The cooking temperatures listed are for hand rolling, unless otherwise specified.

Note: Use wheat flour or rice flour when rolling creams. *Do not use starch.*

These creams are to be made on ball type cream beater whenever possible. When this type beater was not available, fondant was poured onto steel slab and cooled. Frappe was then mixed in and the mixture run on cylinder beater. A rather crude method of manufacture, but a satisfactory cream was produced.

Note: Make a small impression (using the thumb) in bottom of cream before placing in chocolate coating. This gives bottoms of hand rolls a thicker chocolate bottom.

In the manufacture of hand rolled creams a knowledge of the

HAND ROLLED CREAMS NO. 3

FONDANT:

72 lbs. standard or medium granulated sugar
3½ gal. water
6 lbs. corn syrup
3 lbs. invert sugar

Cook to 248 degrees. Run fondant on ball type beater. Cool to approximately 110 degrees before creaming up. Start beater and when batch shows cloudiness add

15 lbs. frappe (See remarks)
6 oz. invertase.

Cream up. Let fondant set until cool. Hand roll and dip in good grade chocolate coating.

REMARKS:

This is a satisfactory hand roll for miniature chocolate assortment as well as for regular size creams. The fondant has a slightly tougher texture. When using fruit flavors, such as orange, raspberry, etc., add 1 oz. citric acid to batch and omit invertase. Replacing part of white sugar with maple or C sugar and adding 1½ lbs. butter, makes a fine flavored cream.

FRAPPE:

Use a good grade commercial frappe containing 3 lbs. egg albumen (dry basis) to each 100 lbs. frappe.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

HAND ROLL WHIP CREAM NO. 1

Part 1

FONDANT:

70 lbs. standard or medium granulated sugar
10 qts. water
5 lbs. invert sugar

Cook to 246 degrees.

Pour on clean ball type beater that has been lightly sprinkled with water. Sprinkle top of batch with water. Cool to at least 100 degrees. Start beater and drain water from beater jacket. When batch becomes cloudy looking add

Part 2

14 oz. egg albumen dissolved in
3 pints water

Place in beater. Add
12 lbs. warm corn syrup
6 oz. tapioca flour
1 oz. invertase

Beat until light and fluffy. When fondant is fully creamed, remove from beater and let set until stiff enough to hand roll. Hand roll to desired shape and size. When centers are firm

enough, dip in good grade of chocolate coating.

REMARKS:

The creams made with this formula have tenderness due to the small amount of invert sugar they contain. Short fluffy body. Do not cream up too warm or graininess will result.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

OLD TIME BITTER SWEETS

FONDANT:

40 lbs. sugar

2 gal. water

Bring to boil. Add

1 oz. acetic acid

Cook to 240 degrees. Pour onto ball type beater. Cool to as low a temperature as possible. Start beater and add the whites of 12 eggs (or equivalent in frozen whites) well beaten. Add flavor and 4 oz. glycerine.

Cream up and, when fondant is cool, hand roll and dip in bittersweet chocolate. Hand roll and dip the same day.

REMARKS:

This is a real old-time retail bittersweet with a soft plastic texture.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

**HAND ROLL BUTTER CREAM
NO. 1**

FONDANT:

48 lbs. standard or medium granulated sugar

2½ gal. water

½ oz. cream of tartar

6 lbs. invert sugar

1-1/3 lbs. dairy butter

A CANDY MECHANIC
IS ELMER TWITTLE,
HE TIGHTENS THE NUTS
IN PEANUT BRITTLE



THE PROGRESSIVE GROCER

basic operations is more important than in any other type of cream candies.

Tenderness is the outstanding characteristic of hand rolled creams, whether they are actually hand rolled or formed by mechanical means. The batch must contain the correct amount of sugar to set the batch sufficiently so that it will retain its shape for dipping purposes. It also must contain enough inverting agent to soften the center after it has been dipped.

Operation 1—Ingredients and cooking actions.

Operation 3—Unsatisfactory results; cause and remedies.

Operation 2—Mixing, rolling, and dipping.

Formula A

(Part I)

75 lbs. standard or medium granulated sugar.

3¾ gal. water

10 lbs. invert sugar

½ oz. cream of tartar

Cook to 244 degrees.

(Part II)

15 lbs. hand roll type frappe, made especially for hand rolled creams and containing at least 3 lbs. of egg albumen (dry basis) and not less than 9% invert sugar.

2 oz. invertase

1 oz. acid solution (½ oz. tartaric acid and ½ oz. of water)

Procedure:

Cook sugar, invert sugar and cream of tartar to 244 degrees. Pour on clean ball type beater that has been lightly sprinkled with water. Sprinkle top of batch lightly with water. Cool to at least 110 degrees before creaming up. Start beater and drain water from beater jacket to stop further cooling of the fondant. When batch shows cloudiness (evidence that grain has started) add the frappe, invertase and acid solution. When fondant has fully creamed, remove from beater and let set until cooled to the point where the centers will retain their shape. Hand roll to desired shape and size. When firm enough to handle, dip in a good grade of chocolate coating. Store in stock boxes for at least one week to fully "ripen."

Operation 1—Ingredients and Cooking Actions

Sugar: Aside from its sweetening power, the most important function of sugar is the stand up quality and tenderness it imparts to the creams.

Water: Use only sufficient water to bring the sugar into solution for boiling. Using too great a quantity of water will break down, by its inverting action, the stand up quality of the sugar, and a soggy batch will result.

Cream of Tartar: Cream of Tartar acts as an inverting agent, but its inverting action will not continue to function for as long a period as the action of invert sugar. It is used here in combination with invert sugar to obtain just the desired consistency. An increase in the amount of invert sugar used would give practically the same setting up quality wanted, but after the creams have been dipped the softening up process would be continued for a longer period of time. By the use of cream of tartar a firm bodied cream is obtained.

Invert Sugar: Used as an inverting agent and for its power to

soften up the fondant after the centers are dipped.

Egg Frappe: Has two definite functions to fulfill in the manufacture of hand rolled creams. Both are of equal importance. It creates the fondant and, most important, it adds to its standup quality. The frappe should contain enough egg albumen to give it fluffiness and some invert sugar, so that the fondant will receive the benefit of the invert sugar's power to create smoothness.

Invertase: Has the power to dissolve sugar crystals after the centers are dipped and to increase the syrup portion of the fondant in ratio of the amount used. In cast cream centers, a shell holds the soft center in shape long enough to allow handling in the dipping process. In hand rolled creams, the fondant itself must be stiff enough to withstand dipping. The use of invertase then breaks down the solid content of the fondant after it is dipped and the end result is a cream as soft and flowy as a cast cream.

Acid Solution: The action of breaking down of sugar crystals by invertase is speeded up by the addition of the acid solution.

Operation 2—Cooking, Rolling and Dipping

Care is required in the cooking and handling of hand rolled creams. Due to their high sugar content they have a tendency to grain off on the beater unless the sugar is fully dissolved and the beater is absolutely clean. To guard against this premature graining, the slab is lightly sprinkled with water. Water is also sprinkled over the top of the batch, to insure against any sugar crystals forming on the exposed surface of the batch, in the cooling process. The batch itself is cooled to at least 110 degrees. The more heat a syrup retains in the creaming process, the larger will be the sugar crystal formed. For a fondant with small sugar crystals it is imperative that it be creamed at a low temperature. By the same token, if the cream is cooled to too low a temperature, the amount and size of the crystals formed will be insufficient to give the needed body. The beater is run until some signs of crystallization appear before adding the frappe. If it is added before crystallization starts, it would retard the crystallization of the fondant. The centers would lack standup quality.

The addition of the cold frappe to uncreamed fondant would result in lowering the temperature of the batch. It would also add a larger percentage of non-crystalline sugars (invert sugar). This, in turn, would slow down the crystallization process. When the sugar crystals have once started to form, they multiply very rapidly. If the frappe is added after crystallization has begun, the adverse action of the frappe will be nullified.

The creamed fondant should be allowed to lay long enough for the crystal forming peak to be reached.

Freshly made fondant has more stand up quality than one that has aged. Start the rolling process as soon as it has cooled sufficiently and has reached its maximum standup point.

The surface of the exposed centers will lose some of their moisture to the surrounding atmosphere. This loss of moisture results in forming of a crust which will make them firm enough for dipping purposes. The rolled centers should be dipped as soon as possible after being rolled. Over exposure to the air will extract too much moisture from the center. For tender textured hand rolls, the maximum water content should be retained in the finished product.

The centers should be dipped with a thick coating of chocolate

Cook: 244 degrees for hand rolling; 252 degrees for machine rolling.

Pour onto ball type beater that has been sprinkled with water. Sprinkle top of batch with water.

Cool to approximately 110 degrees. Start beater and drain water from beater water jacket so that fondant will not get too cold. When batch shows least bit of cloudiness add

10 lbs. hand roll type egg
frappe (See remarks)

1½ oz. invertase

Flavor to suit requirements.

THESSE FORMULAE have been carefully selected and prepared by Mr. Richmond to accompany this article. Formulae on other types of candy will accompany following articles by Mr. Richmond each month.

Mr. Richmond's first article in this series, on the manufacture of chocolate covered cast creams, appeared in the May issue, together with selected formulae.

After batch has creamed up, shut off beater for a few minutes. Start beater and add 1 lb. invert sugar. Run beater until invert sugar is thoroughly mixed into fondant. Let fondant set until cool. Hand roll and, when crust has formed, dip in good grade chocolate coating.

REMARKS:

A nice addition to add to the line of hand rolls.

FRAPPE:

Use a frappe made especially for hand rolled creams, containing at least 3 lbs. of egg albumen (dry basis) and 9% invert sugar to 100 lbs. frappe.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

CHOCOLATE LOGS NO. 1— RETAIL

40 lbs. sugar

10 lbs. corn syrup

1 gal. water

1½ gal. 20% cream

Cook to 244 degrees.

Pour on dampened ball type beater. Sprinkle top of batch with water. When batch is medium warm, start beater. When batch shows cloudiness, add

5 lbs. egg frappe (See remarks)

When fondant is fully creamed, set

aside and sweat down for one hour. Hand roll into sticks 4½ inches long by ¾ inch thick. Let set until stiff enough to hand dip. Hand dip in dark chocolate and sprinkle top with green colored cocoanut. Before chocolate has fully set up, cut into 3 pieces 1½ inches long. These are usually cut on an angle.

REMARKS:

This formula produces a cream with a tougher body but still has a pleasing flavor and eye appeal.

FRAPPE:

Use a frappe containing at least 3 lbs. of egg albumen (dry basis) to 100 lbs. of frappe.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

HAND ROLL OPERA CREAM

NO. 1

60 lbs. sugar
6 lbs. corn syrup
8 qts. 20% cream

Cook to 243 degrees.

Pour on clean, dampened ball type beater. Cool to 100 degrees. Cream up. Remove from beater and, when stiff enough to handle, hand roll and dip in a good grade of chocolate coating.

REMARKS:

This formula produces a cream with a short, solid body as no egg frappe is used in it.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

to cover fully all parts of center with an even coating. In evenly coated centers very little, if any, leaking will occur.

Operation 3—Unsatisfactory Results; Cause and Remedies

An unsatisfactory hand rolled cream can be caused by, at least, the three following conditions: (1) leaking; (2) dryness; (3) fermentation. To remedy unsatisfactory results, refer to the following checklist.

Leak: Hand rolled creams contain a maximum of moisture.

(1) Creams will leak if dipped unevenly with thin spots in the coating. (2) If the centers are too cold while being dipped, they will leak; because the center will expand and the coating will contract when they both reach room temperature. Centers should not be over 10 degrees colder than dipping room temperature. (3) Creams that are over-doctored with acids are prone to leak through any minute air holes that may be in the coating. (4) Using too much starch in the rolling process can cause the centers to ferment and leak. Use wheat flour instead of starch as it does not ferment as quickly as starch.

Dryness: (1) An over-cooked fondant will not contain enough moisture and will become too dry. (2) Creaming the fondant while it is too hot will cause dryness. The importance of proper cooling is stressed if a fondant with a fine grain is to be obtained. (3) Using insufficient quantities of invert sugar or corn syrup will cause dryness in the centers.

Fermentation: (1) Using partially fermented frappe will cause the creams to ferment. The utensils used in handling frappe should not be wet. (2) Using too much starch while rolling high moisture content creams will start the fermentation process. (3) Due to the high sugar and moisture content of this type cream, enough invertase and invert sugar should be used to increase the density of the syrup content of the fondant. Otherwise, fermentation will take place.

Summary: Use correct amount of water. Cook rapidly. All utensils must be clean and sterile. Roll centers as soon after making fondant as possible. Dip as soon as possible. Store dipped creams in proper room temperature to ripen.

Industry Mourns

RICHARD J. SAVAGE, SR., well-known Chicago manufacturer of candy and food processing equipment, died Sunday morning, July 20, of a stroke while visiting his daughter in Albany.

Mr. Savage, who would have been 68 years old on the 30th of July, had taken an active part in Savage Brothers Company for 50 years. He was educated in Chicago schools and attended Tarrent College, but was fond of saying that he learned his most valuable lessons in the school of hard knocks. An inveterate traveler in his later years, Mr. Savage would let little stand in the way of a trip he wanted to make. There are but few spots on the North American and European continent that he did not visit.

Savage Brothers Company was es-

R. J. Savage, Sr.

tablished in 1855 by Mr. Savage's father, Richard J. Savage, and his brother, William, who came to Chi-



cago from Moncton, New Brunswick, Canada, in 1851. They started to manufacture candy machinery and copper kettles. The location of their plant was just missed by the Chicago fire. In 1919, under Mr. Savage's guidance, the company moved to its present location at 2638 Gladys Ave., Chicago, where it will now be carried on by his sons, Robert E. Savage and Richard J. Savage, Jr.

Mr. Savage is survived by his wife, Mary, nee Emerson, his sons, Robert E. and Richard J., Jr., and his daughters, Mrs. Ernest A. Thomas of Washington, D. C., and Mrs. Thomas J. O'Donnell of Albany, N. Y. Another of Mr. Savage's sons, 1st Lt. John Savage, was killed in action at St. Lo, March 26, 1944.

Funeral services were held in St. Luke's Church, River Forest, Illinois.



THE Manufacturing RETAILER



How to Handle Chocolate Candies

By VINCENT CLEMENTS

INCREASING CONSUMER insistence on quality and the general return of business to competition indicate more than ever that the manufacturing retailer's reputation depends upon the condition of his product upon purchase by the consumer. Candy shops take especial pains to make their products appealing to the eye. Their chocolate confections have a gloss or lustre as evidence of care in manufacturing. When handled correctly, chocolates are produced free from "bloom." The care that the shop takes in production goes for naught, however, if the jobber is careless in handling distribution.

Chocolate confections may be classified into three general types; solid chocolate bars or pieces, chocolate-coated bars or candies, and chocolate panned pieces. While the characteristics of these three types of confections varies widely, similar methods of handling prevail. A high cooked caramel may stand up under adverse conditions no longer than a cream center, as the chocolate coating is the governing factor.

The melting point of chocolate is quite low. Chocolate solidifies from the liquid state at a temperature below 80 F. Water or moisture is not compatible with chocolate.

Air conditioning has been a big boon to the candy manufacturer whose operations are now conducted independently of the weather. Likewise, air conditioning in the jobbing and retail trade has proved beneficial in the marketing of candies. The handling and storage of chocolates is simplified by air conditioning facilities. A temperature of 65 - 70 F. with relative humidity ranging from 55 - 60 degrees provides ideal conditions.

Although many shops lack air conditioning equipment the lack of such equipment or facilities does not mean, however, that chocolates can not be handled in a satisfactory man-

ner. Greater care will be required on the shop's part.

First of all, storage facilities must be chosen with the requirements carefully considered to achieve best results. Storage space must be clean and sanitary, well protected against vermin infestation.

Secondly, the storage place must be equipped with means to obtain both air circulation and ventilation. Electric fans will provide the former and windows or vents, the latter. The arrangements of the candy cartons or cases is vital. Solid wall stacking will not permit air circulation. Stagger or stack loosely, keep cartons away from walls—a six inch space is safe. Use skids to keep cases off the floor. Do not stack within two feet of the ceiling. Neatly faced rows of cartons may be pleasing in appearance but are not conducive to achieving air circulation.

A clean basement makes a satisfactory storage place during warm weather, as the moving air reduces the moisture often present. Water pipes will often "sweat," and precautions against other water should be taken.

Ventilation is essential. During hot weather, outside air may be introduced in the early morning hours through windows or vents which are best kept closed at other times. By admitting cooler air at the proper time of day, the inside room temperature may be retained at a lower temperature than the maximum outside temperature. An insulated storage room will prove more satisfactory than an insulated room, but will demand ventilation.

During cold weather, heating pipes and radiators must be watched. Chocolate must not be next to either. Unit heaters are efficient air warmers, but if the blast of hot air is turned on cases of chocolate candy, that candy sooner or later will be ruined.

The candy manufacturer packs his goods in corrugated cartons, as he

has learned that these offer protection. The corrugated cases protect against rough handling and also afford insulation against sudden temperature fluctuations. The candy shop can take advantage of this insulating property when delivering large quantities.

Thirdly, the manufacturing retailer has a responsibility in his deliveries. This may be a critical part of his distribution function. Chocolate goods may have been manufactured correctly, stored properly, but damaged during the delivery.

An important phase of this delivery operation is to know what goods must move out first. Fresh goods *in* and fresh goods *out* will invariably leave older goods which will gradually lose their marketability. Some coding system may well be applied by the candy shop to prevent the accumulation of "stale" candies.

The manufacturing retailer can control the time of deliveries with his own or leased trucks. Delays in route may prove dangerous. Trucks heat up during warm days due to being parked in the direct sunlight. Insulated (floor, side panels, and top) trucks reduce the delivery hazards. Drivers should be instructed to handle chocolates expeditiously. Chocolates should not be left on the truck dock in the direct sunlight. They should not be trucked out of the storage until the truck is available for loading.

It is safe to move chocolates from cool storage (65 F.) for shipping on a warm (75 F.) day if preparations have been made in advance. Direct removal from cooler to heat may cause the chocolate to "bloom." To avoid this, temper the storage cooler conditions by raising the cooler temperature a degree or two a day until outside temperature is obtained. While this method may take days, it is safe. Using a refrigerated truck would avoid this delay.

Blum's Flies Candies To Lord and Taylor

BLUM'S CANDIES, once delivered by carriage to the mansions of San Francisco, are now being flown daily from San Francisco to New York for sale in the candy corner opened recently by Lord and Taylor, at 38th Street and Fifth Avenue.

The candy is made in San Francisco in the morning, packed and loaded onto chartered planes in the afternoon, and arrives the next day in New York. Here air-conditioned trucks pick it up and deliver it to Lord and Taylor's, where it is displayed in satin-lined, refrigerated show cases with fluorescent lighting.

The first candy shipment of 1,500 pounds, which was flown to New York late in June, was accompanied by Fred Levy, the proprietor of Blum's Confectionery. Mr. Levy took over the business in 1934 when it was debt-ridden and doing, on an average, only a \$200 daily candy business. Today Mr. Levy estimates, Blum's daily candy volume is \$7,000.

Simon Blum started making candies, fancy cakes, and frozen puddings in San Francisco in 1892. These soon became famous throughout the city. Although Simon Blum and his son, Jack, were talented candy makers, the business encountered difficulties. Through the years following the business slowly declined until 1934 when Fred Levy, Jack Blum's son-in-law, was the only member of the family left to handle it.

Rebuilds, Modernizes Business

To start rebuilding the business, Fred Levy borrowed \$11,000 from a bank. He then ordered \$21,000 worth of redecorating and modernizing for the store which is located at California and Polk streets. With the bill for \$21,000 he returned to the bank and announced that it must either lend him another \$10,000 to meet the bill or take over the business. He received the \$10,000.

After that came the struggle to rebuild. By 1937 Fred Levy had cleared the business of all debts and had raised sales to \$168,000 from \$72,000 in 1934. In doing this, he had specialized in quality candies and, when he was ready to look for outlets other than his own store, he continued this policy by using only well-established stores that catered to a better-than-average class of trade. Some of the present outlets for Blum's candies, in addition to Lord and Taylor, are the I. Magnin stores in Los Angeles and San Francisco, Bullock's in Westwood, California, Neiman-Marcus in Dallas, and Hattie Carnegie in New York who sells the candy under her own label.

Although the candy is not as expensive as one might believe, it is frequently found in expensive packaging. French porcelain dishes, flat boxes the size of dinner trays covered with silver paper and artificial flowers, and even satin hats are some of the things which Fred Levy has used to package his candy. He has even planned a special \$250 heart-shaped package covered with vari-colored detachable sequin dress clips.

Until the war Blum's was bringing out a new candy a day, but now the line has been kept fairly constant at around 700 varieties. To produce these Blum's has, under its own management, a herd of cows and a dairy. Blum's uses 24,000 gallons of cream daily. The company is also the largest user of 18-count Neplus almonds in the world.

Studies Taste Trends

Fred Levy considers that one of his most important jobs is studying the candy market. A few years ago chocolate creams, he states, were rising as a popular favorite, then a switch to caramels and pan pieces occurred, and then still another to home-made types that combine nuts, cream, butterscotch, and caramel. The trend now, he says, is to coffee flavors. Chocolate, he points out, however, is still taste leader, butter caramel next. The most popular center is burnt almond. And to back his belief in this, Mr. Levy planned a candy with a burnt almond center and a chocolate, butter caramel wrapper which he calls the almondette.

To its retail store at Polk and California streets, Blum's added, late in July, 1947, about 1000 square feet of space through leasing two adjoining shops. The new section also provides a second public entrance to the premises to supplement the single door which, in recent years, has hardly been equal to carrying the heavy flow of ingoing and outgoing customers.

The additional space, which was remodeled to match the main store building in color treatment (blue and white), lighting and fixtures, made it possible to enlarge and move several departments, to facilitate the handling of merchandise, and to improve its display and promote its sale.

Octagon Island Counter

A new feature of the candy department is an octagon shaped island counter where customers are offered a wide selection of goods from which they can choose for boxes packed to their order. The candy island and special counters for ice cream and bake goods will be pre-tested in the present location, explains Jack Seligman, manager of Blum's retail store, and if they prove practical, they will be embodied in the building the company plans to erect on the Van Ness avenue site which it recently bought for that purpose.

In the line of new products Blum's latest development is white chocolate. The specialty, being used as a coating, is made by a process perfected in the company's plant. In appearance the coating looks like that used on bonbons, but lacks its heavy sweetness and has a lighter texture. Used on centers of delicate flavor, the coating mingles smoothly with the candy itself and brings out the flavor rather than smothering it as regular chocolate coating tends to do.

Due to the need for careful control in each step of the process and the time required for making it, white chocolate production is very limited, and pieces coated with it are included only in the finest Blum packs.

Put all this together and you have a business which now has ready and willing markets for more candy than it can produce, which last year did a business of around \$3,000,000, and which today is eagerly awaiting the time when the building situation will allow it to erect a huge, new Blum's at the corner of Sacramento Street and Van Ness Avenue in San Francisco.

DISTILLED CULTURED DAIRY PRODUCTS

Natural Products in Altered Forms May Be Part of the Answer

IN DEALING WITH INGREDIENTS of candy, candy manufacturers have always had to consider problems of storage, preservation of perishables, and preservation of natural flavors. In attempting to solve these problems one of the solutions offered was the use of synthetics. In many cases the use of synthetics has proved highly practical and compatible with quality production, but in other cases it has proved inadequate.

Today another trend is visible in the search for a solution to these problems. That trend is in the use of natural products, the form of which has been altered through various processes to achieve a product which is more suitable to the candy makers' needs. One of the first examples of this was liquid sugar. (*For a discussion of the comparative merits of liquid sugar, see The Manufacturing Confectioner, June, 1947, page 37.—Ed.*) An-

Because The Manufacturing Confectioner takes pride in keeping its readers informed about the latest developments in the industry, we present this article to show what line of thinking is being followed by some of the manufacturers in the supply field. Other trends will be presented later.

other which has recently been introduced, is a distillate of cultured dairy products to be used in place of butter.

In producing this distillate, the men who did the job decided that there were seven goals to reach.

1. *Naturalness.* The flavor must be the same combination of substances found in natural dairy butter and, therefore, must be produced in the same manner.

2. *Freshness.* The use of any fats that might become rancid, or any milk solids, eggs or other perishables subject to stalling was precluded.

3. *Sweetness.* For the maintenance of this it was considered advisable to formulate the product in such a way that no fermentation was possible.

4. *Uniformity.* Without this, all other advantages would be useless.

5. *Stability.* The product must be unchanged by time or temperature.

6. *Easy Mixing.* So that the flavor would be carried automatically and uniformly to all portions of a batch and would be easy to measure, it was decided that the base should be water.

7. *Resistance to Heat.* The flavor should not dissipate unduly during baking, cooking, or pasteurizing.

To achieve these seven specifications, a process was finally worked. First the proper organisms were cultured in pure dairy products until they had produced the natural flavor of fresh butter. Then these dairy products

and organisms were all left behind and the pure, unadulterated flavors were lifted away by distillation. After distillation the flavor was mixed in sterile water at a predetermined concentration.

The men who developed this process point out that by its use, no fats or oils are included in the flavor to

Confectionery Formulas with Distillate

Shortening

80 lbs. of shortening. Warm to soften the fats.
1 lb. of lecithin. Mix well with softened shortening.
16 lbs. of water, or 16 lbs. of buttermilk, or 15 lbs. of water plus 1 lb. of buttermilk powder. Mix thoroughly into the lecithinized shortening.
2½ lbs. of salt, preferably powdered. Add to the batch.
10 ozs. of Clearfla. Mix well into the batch.

Cool finished batch to below 50 degrees F. for about 24 hours if possible. Use instead of butter. Total weight of shortening in batch is 100 lbs., 2 oz. The composition of the above batch is very close to that of good butter, which contains approximately 83 per cent fat and 17 per cent water, casein, ash, salt, etc.

Used Directly

If you prefer to add the distillate to your batch directly, instead of applying it in the form of shortening, you can do so with equally good results. While you may want to vary the quantity to suit your own particular products and trade, here are average formulas that will produce excellent results.

In caramels, fudge, nougat, creams, taffy, and other ordinary candy work, use 3 fluid ozs. of Clearfla for each 100 lb. batch.

In butterscotch, buttercrunch and toffee, use 9 fluid ozs. of Clearfla for each 100 lb. batch.

In ordinary butter replacements, use 1 fluid oz. of Clearfla for each 100 lbs. of shortening.

The above formulas were submitted through the courtesy of the W. A. Cleary Corp., New Brunswick, N. J.

turn rancid, no perishables are added to imitate physical likeness to butter, and all organisms which might alter the strength or nature of the flavor or ferment it have been removed. The resulting product, they claim, requires no refrigeration, will never become rancid, and, because it is a liquid, is as easy to measure and mix as water.

The final test of this distillate, and of the entire trend towards the use of natural products in altered forms, is being given by candy manufacturers. Until their decision has been rendered, it will be interesting to watch developments.

Labor Law Provisions Explained

RECORDS OF THE Wage and Hour and Public Contracts Divisions, U. S. Department of Labor, for the 1946 fiscal year show that 58 per cent of the inspected establishments in the confectionery industry were in violation of Federal minimum wage, overtime, or child labor provisions, it is reported.

Violations of the Wage and Hour Law, the Fair Labor Standards Act, can result in an unexpected outlay of money to make up to workers the differences between what they should have been paid under the law's minimum wage and overtime provisions, and what they actually were paid, the records indicate. Thus, last year almost \$88,000 in back wages was paid out to more than 4,500 employees in the confectionery industry. More than half of these employees to whom back wages were found due had been paid less than the minimum wage required under the law—less than 40 cents an hour. Some 2,400 workers, in fact, had been paid what amounts to less than \$16 for a 40-hour week.

Contrary to what might be expected, minimum wage violations were not confined to small establishments. Plants having 50 and more workers were found to be among the offenders.

Not all plants in the confectionery industry were inspected during the year, as inspections are made on complaints and on a selective and spot-check basis. It cannot be taken for granted, therefore, that the percentage of violations would have been equally high if all establishments had been inspected. But the number of violations disclosed does indicate a need for greater vigilance by the industry as a whole.

Mistaken About Coverage

The experience of the Divisions has been that employers in the confectionery industry in general want to comply with provisions of the Wage and Hour Law. Some confectioners who failed to comply with the law apparently did not realize that their employees were covered. Others improperly had assumed exemptions from the law's minimum wage and overtime provisions for certain nonexempt workers.

Most employers know that the law, now more than eight years old, requires payment of a minimum wage not less than 40 cents an hour, and requires that overtime pay be at the rate of at least time and one-half an employee's regular rate of pay, for work over 40 hours in a single workweek. Also generally known is the fact that these provisions apply to *all* employees engaged in interstate commerce, or in the production of goods for interstate commerce, including occupations necessary to such production, unless they are *specifically exempt*.

The candy maker who produces goods which regularly leave the state has, of course, employees to whom the law's wage and hour provisions apply. But some employers do not realize that *all* workers whose occupations are necessary to the production of goods for interstate commerce are so covered by the law. Em-

ployers should be sure that they do not overlook such workers as order clerks, billing clerks, and stenographers.

Even the confectioner who produces goods which do not leave the state has *some* covered employees, if his establishment receives raw materials directly from another state. Those employees who are directly and immediately concerned in the physical act of receiving goods from another state are covered because they are engaged in interstate commerce.

In addition, coverage extends to employees whose activities are so closely related to the interstate movement of the goods so received as to be a part of the movement for all practical purposes. Among employees in the latter category are buyers—regardless of where situated—who procure goods to be sent to another state, and employees who unload or unpack such goods, and employees who keep books concerning such goods.

Care Needed for Exemptions

Violations which are a result of the employer's misapplying the law's exemptions often are caused by failure to consider with due care the terms under which the exemptions apply. Employers should *not* assume that such employees as foremen and other supervisors are automatically exempt.

Under the Wage and Hour Law, employees are exempt from the minimum wage and overtime provisions if they are engaged in a bona fide "executive" or "administrative" capacity. But confectioners are cautioned to study carefully the requirements for each of these exemptions before claiming them for any employees.

The specific "tests" established by regulations are:

"EXECUTIVE" EMPLOYEE EXEMPTION—To be exempt from the minimum wage and overtime provisions of the Wage and Hour Law as an "executive," an employee's conditions of employment must meet *all* of the following tests:

- (1) He must have as his primary duty the management of an establishment or a customarily recognized department or subdivision thereof, *and*
- (2) He must customarily and regularly direct the work of other employees therein and exercise discretionary powers; he must have authority to hire or fire or make suggestions and recommendations which will be given particular weight, as to the hiring, firing, advancement and promotion of subordinate employees, *and*
- (3) He must not perform nonexempt work (work of the same nature as that performed by nonexempt employees) for more than 20 percent of the number of hours worked in the workweek by the nonexempt employees under his direction, except where the employee is in sole charge of an independent establishment or a physically separated branch establishment, *and*
- (4) He must receive minimum pay of \$30 a week, on a salary basis. (Employers are cautioned that these are *distinct tests* to be met by an employee for whom an "executive" exemption is sought. Special emphasis should be placed on the fact that the salary test is *only one* of the tests; exemption cannot be made for an employee on that basis alone.)

"ADMINISTRATIVE" EMPLOYEE EXEMPTION—To be exempt from the minimum wage and overtime provisions of the Wage and

(Please turn to page 70)

CANDY PACKAGING

• Supplies • Sales Aids • Merchandising

AUGUST 1947



Metal containers for candy are helpful salesmakers. Attractive group at left is by I. D. Company, Inc., New York

Metal Containers Aid Candy Sales

METAL CONTAINERS offer manufacturing confectioners numerous merchandising and handling features for their candies. Study of such containers indicates that already before the metal slip cover, cans in use as luxury packages contributed greatly to attracting candy customers. Through the medium of lithography, photographs and paintings were reproduced on their covers and added valuable eye-appeal for candy buyers. Another method used was silk screen reproduction, which often provided the means for reproducing seasonal motifs for Christmas, St. Valentine's Day, and other special occasions.

During the war, however, when the government became the largest candy distributor, packaging of sweets for the luxury trade was not the foremost problem. Instead a substantial part of the nation's candy output was earmarked by the federal government for distribution through world-wide post exchanges.

The job of satisfying this craving, as far as members of the armed forces were concerned, was delegated to the Army Exchange System. A distributor of such GI personal items as razor blades, cigarettes, and shoe polish, the PX was a candy store, too. A candy store whose customers had definite ideas about candy flavor.

The difficult problem confronting the Army Exchange System was the shipment of chocolates, a perishable and delicate confection, to tropical climes. If they were to

be protected from the ravages of heat, moisture, and mold, a durable container must be used. There was only one answer: hermetically sealed cans.

The Army Exchange System commissioned a number of companies to gear their production lines to supply canned chocolates that would keep their shape, texture, and flavor in the sweltering heat of equatorial Pacific Islands. The result was so successful that several manufacturers made plans to continue production with the easing of restrictions. GI demand gave birth to canned chocolates, a product which forecasts a new demand and business opportunity.

The container chosen for shipping chocolates, and later used for harder candies as well, should not be confused with the vacuum pack, though it resembles the familiar coffee can. Vacuumizing of chocolates would cause disintegration, whereas hermetic sealing at low temperatures keeps the contents in tasty condition. Oxygen doesn't deteriorate candy as much as it does coffee.

As the canned chocolate project got under way, economy was naturally not a main consideration in view of wartime necessity. But experience with the new item led, as would be expected, to economic *know how*. Manufacturing short cuts proved that costs could be cut to a point where metal containers are a practical packaging venture.

Most of the candy manufacturers adopting the sealed can have employed a hand packing line of operators who

This Section Appears Monthly in THE MANUFACTURING CONFECTIONER



This group of Norris Chocolates is wrapped on a single FA-2 machine

LOOKS as good as it tastes!

Candy—probably more than any other packaged product—demands flawless wrapping. For only a trim, tempting package can create the desired impression of quality . . . can subtly suggest the delicious nature of its contents.

Leading candy men find that our popular FA type machines produce uniformly appealing wrapping at speeds which keep wrapping costs down. And the FA's quick, easy adjustability enables them to wrap a number of items on a single machine.

The FA can be made to wrap in a variety of styles—for cartons, extension-edge boxes, open boats, or flat objects on a cardboard. And it is adaptable to virtually any plain or printed wrapping material, featuring "letter-perfect" electric eye registration of all printed matter.

Get all the facts about the FA—America's most widely used wrapping machine—from our nearest office. Or consult us for information about any type of wrapping problem. Write or phone today.

PACKAGE MACHINERY COMPANY
Springfield 7, Massachusetts

NEW YORK CHICAGO CLEVELAND ATLANTA DENVER
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MODEL FA

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

GAY AND COLORFUL effects that can be achieved with lithography are shown in these cans (right) made by Geo. V. Clark Co., Inc. Photo reproduced through the courtesy of Modern Packaging magazine.

select assorted chocolates in paper cups and pack them in layers in cans, usually at room temperatures of 62-64 degrees. The chocolates, therefore, enter the container under conditions which enable them to keep their form, taste, and texture. A special lacquer lining in the can aids in safeguarding the flavor of the contents. Additional protection is provided through interior insulation—an inner wall of wax paper as well as discs of the same material at the bottom and top of the can.

Several candy makers are wrapping chocolates in foil, or other similar film, adopting a check weighing or net weighing device. Other are packing hard candies in cans via the machine method as well, using both hermetically sealed containers and slip cover cans.

A number of confectioners are actively engaged in promoting and using metal containers. In line with survey results revealing buyers and dealers preferences in packages, containers are resigned to coincide with recognized demands—for color. Candy consumers tend to like gaudy boxes. And the can's hard, smooth surface is a perfect medium for bringing out the best and brightest hues.

Metal lithography—like other industrial arts—has developed enormously through the efforts of skilled craftsmen. It also owes a debt of thanks, however, to the mechanical and chemical experts who have improved, and in some cases, altered the "tools of the trade." Scenes in color were painstakingly reproduced by the old method of stone reproduction only at the cost of considerable expense and time. Today, by the modern photographic process, the same illustration may appear in as



many as 13 colors in less time and at lower cost to the confectioner.

Considerable progress in this field was made prior to 1941. Then intervention of the war period halted further progress in the art of color lithography. The can companies concentrated on production of olive drab and other somber-hued cans for the armed forces. The lights in the packaging parade went out along with those in the rest of the world. A return to peace, however, has brought the metal coat of many colors back to the old scenes. With competition again a factor, the vari-colored candy can offers the confectioner opportunities for efficiency and "sell."

One of the prime features of can-packaged candies is the merchandising value of retained freshness, regardless of shipping distance or destination. Keenly aware of this advantage, at least one West Coast candy maker has



SEASONAL MOTIFS for holiday packaging can be carried out through a silk screening method. Using the same technique as that used for poster decoration, the ink passes through silk screen to the cover of the metal container. In recent years great progress has been made in the art.

FOR CONFECTIONERS, present day cans offer a varied choice in lithography. Designs may range from simple product labelling and conservative coloring to more elaborate scenes using as many as 13 colors.



PRE-WAR USE of artistic designs on metal cans was made in packaging for the luxury trade. The eye appeal of the gleaming lithographed container imparts extra sales value to the confectioner's product.

*Enclosure Cards
for Every Occasion*

THE JOHN HENRY CO.
LANSING • P. O. BOX 1400 • MICHIGAN

The Symbol (JH) of Quality
Enclosure Cards Envelopes Tags Stationery Labels

turned his domestic delicacies—chocolate-coated almond and butter bonbons and pecan-covered chocolate rolls—into globe trotting travelers. He emphasizes the can-offered flavor protection to retailers and consumers through such advertising phrases as: "These candies arrive at the far corners of the earth as fresh as the moment they are completed in the confectioner's kitchen".

On the other side of the country, an Eastern confectioner believes that there are still other benefits. He cites the neat appearance of the metal container, longer shelf life, and hygienic safeguarding as sales tips. The latter point rates special attention in view of the increasing importance which the consumer public is attaching to sanitation in food packing.

Confectioners should not overlook another important role of the can: its re-use after the candy has been eaten. Statistics show that most metal candy containers are converted into household utility boxes, sewing boxes, or just handy receptacles for string. Regardless of the application however, the can acts as a silent salesman—a silent salesman whose glowing, lithographed exterior is an ever-present reminder of specific sweets.

A final test for any container is its ability to measure up to top packaging standards, which require neatness, legibility, color, protection against spoilage, sanitation in appearance as well as in effect, and good display potentialities. These are the prerequisites. Metal containers, ranking high in all these standards, offer interesting confectionery packaging potentialities.

With the return of prewar competition in the confectionery industry, metal containers for candy packaging offer manufacturing confectioners interesting salesmaking possibilities.



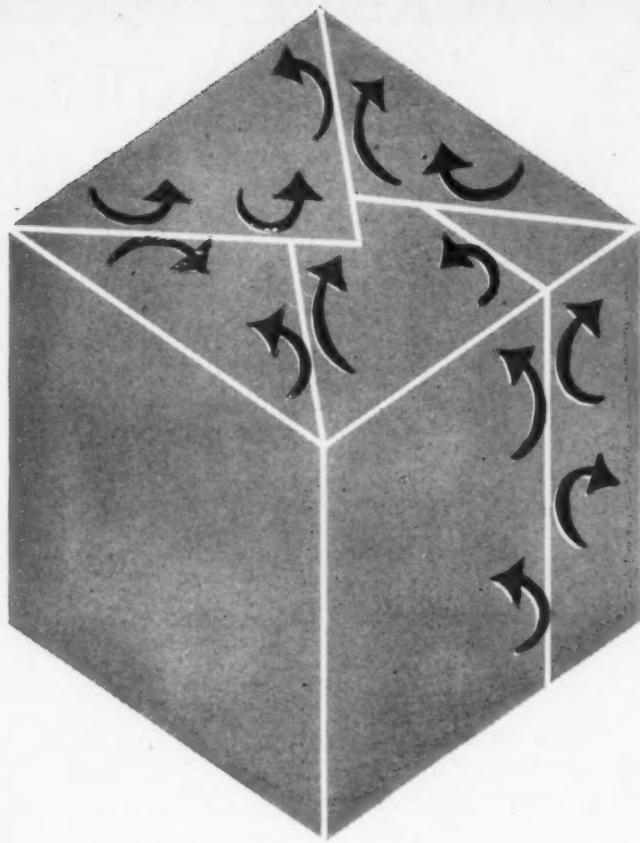
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CANDY PACKAGING CLINIC

This is the third 1947 quarterly report of the Candy Packaging Clinic conducted by the Candy Packaging Board of The Manufacturing Confectioner. The Joe Franklin Myers package at left and the Nutrine and Bauer's packages on this month's cover were chosen by clinic members as outstanding current packaging applications.

CODE PK8A47

Pecan Pieces—13 oz.—\$1.50

(Purchased in a Chicago department store)

Description of Package: Cylindrical, simulated mahogany paperboard, metal top and bottom, pull-string opener.

Size and Shape: $3\frac{1}{4}$ " diameter x $6\frac{1}{8}$ " high. Cylindrical.

Materials: Covered paperboard, wax coated on inside, tin top and bottom, foil paste-on label.

Design: Good. Brown longhorn in star on paste-on gold label on front. Firm name, candy name, and firm slogan on wavy music bars across star. Same design appears on top cover in red and darker gold. Very good tie-in with name of product.

Colors: Brown, red, and gold.

Typography: Good.

Originality: Good.

Class of Trade: Department and candy store.

Appearance of Box on Opening: Good.

Box Findings: Pieces individually wrapped in cellophane.

Sales Appeal: Good.

Display Value: Fair.

Remarks: A good package. Label slightly "busy." Outline of star seems a little strong. Suggest tab for pull string opener. Also use of rigid acetate might offer better display for contents. Use of 450 cellophane suggested as more moisture-proof wrap for pieces.

CODE PK8B47

Assorted Hard Candy—1 lb.—80c

(Purchased in a Chicago department store)

Description of Package: Bag with cellophane front, green pliofilm back. Fastened with metal closure.

Design: None. Bag has no imprinting.

Colors: Green back.

Typography: None.

Originality: Good.

Class of Trade: Department and candy stores.

Appearance on Opening: Good.

Box Findings: Pieces twist wrapped in cellophane.

Sales Appeal: Good.

Display Value: Good.

Remarks: Suggest description of contents or some designation of type of candy be used.

CODE PK8C47

Salt Water Taffy—1 lb.—39c

(Purchased in a Chicago department store)

Description of Package: Four-color, full telescope, two-layer, amber cellophane wrapped.

Size and Shape: Rectangular: $8\frac{1}{8}$ " x $4\frac{3}{8}$ " x 2".

Materials: Chipboard. Top paper covered. Bottom reinforced corners.

Design: Beach and ocean scene. Firm name across top of main panel. Candy name in lower right. Ingredients across bottom panel. Pieces of candy shown on side panels.

Colors: Four-color printing.

Typography: Good.

Originality: Good.

Class of Trade: Drug store.

Appearance of Box on Opening: Good.

Box Findings: Pieces twist wrapped in wax paper.

Sales Appeal: Fair.

Display Value: Fair.

Remarks: Very good value for price. Cover seems a bit too "busy."

CODE PK8D47

Chocolate Covered Cherries—1 lb.—\$1.50

(Purchased in a Chicago drug store)

Description of Package: Ivory and red, partial telescope, double extension edge, two-layer, cellophane wrapped, padded top.

Size and Shape: Rectangular: 10 " x $4\frac{1}{2}$ " x $2\frac{1}{4}$ ".

Materials: Covered chipboard.

Design: Cherry spray and dish of cherries (one cut open) on left side of top panel; firm logotype, insignia, candy name on right side. Ingredients on side panel.

Colors: Top half is ivory with red, green, brown, and blue printing. Bottom half is turkey red.

Typography: Fair.

Originality: Fair.

Class of Trade: Drug store.

Appearance of Box on Opening: Good.

Box Findings: Egg crate type dividers of brown board, white wax paper cups, glassine liner, paper on glassine wadding, reinforced tray.

Sales Appeal: Fair.

Display Value: Fair.

Remarks: Package offers good protection for cherries. Wadding, however, should be improved. Design is too standardized, not distinctive. Suggest type of chocolate covering used be included in ingredients listing.

CODE PK8E47

Assorted Chocolate Miniatures—1 lb.—\$1.50

(Purchased in a Chicago Drug Store)

Description of Package: Blue, square, full telescope, flat, double extension edge, cellophane wrapped, cellophane-tape sealed, padded top.

Size and Shape: Square: $8\frac{1}{4}$ " x $1\frac{1}{4}$ " high.

Materials: Covered chipboard.

Design: Crest of red and silver at top of panel. Firm logotype and contents data on bottom of main panel. Candy name in tall silver letters runs diagonally across main panel. Words separated by trade mark, in red. Silver rules at opposite diagonal corners. Complete description of contents on bottom panel in blue.

Colors: Silver and red on royal blue. Bottom half blue on silver.

Typography: Fair.

Originality: Good.

Class of Trade: Department, candy, and drug store.

Appearance of Box on Opening: Good.

Box Findings: Good. Brown wax paper cups, glassine lift out liner wrap, cotton on glassine wadding.

Sales Appeal: Good.

Display Value: Very good.

Remarks: Despite contrasting mixture of traditional and modern elements on cover, is excellent box. The Clinic considers this one of the best packages it has examined this year.

CODE PK8F47

Milk Chocolate Covered Almonds
—1 lb.—\$1.50

(Purchased in a Chicago railroad station candy store)

Description of Package: Blue, full telescope, flat, square, cellophane wrapped.

Size and Shape: Square: $6\frac{1}{8}$ " x $1\frac{1}{4}$ " high.

Materials: Chipboard covered with flint coated paper.

Design: Excellent. Name in gold script; crest in red, white and gold. Firm logotype in gold script, miscellaneous matter in white. White line runs vertically between crest and lettering. White leaf clusters on diagonal corners of side panels.

Colors: Gold, red, and white, on royal blue.

Typography: Excellent.

Originality: Good.

Class of Trade: Department, candy, and drug store.

Appearance of Box on Opening: Excellent.

Box Findings: Best quality. Coated paper wrap around liner imprinted in gold. Cotton on glassine wadding.

Sales Appeal: Excellent.

Display Value: Excellent.

Remarks: Glossy ink lends to charm of package. One of the best packages the Clinic has examined this year.

CODE PK8G47

Assorted Chocolates—1 lb.—\$1.65

(Purchased in a Chicago railroad station candy store)

Description of Package: Red, white, and grey. Full telescope, two-layer, double extension edge, padded top, cellophane wrapped, cellophane tape sealed.

Size and Shape: Rectangular: $8\frac{1}{4}$ " x $5\frac{1}{8}$ " x $2\frac{3}{8}$ ".

Materials: Covered chipboard. Top panel covered in simulated linen paper.

Design: Candy name in red script upper right corner of main panel. Firm logotype in lower left corner. Hand and quill pen near center.

Colors: Red and black on white and grey. Side panels in red. Bottom



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is white with red printed guarantee.
 Typography: Fair.
 Originality: Good.
 Class of Trade: Department and candy store.
 Appearance of Box on Opening: Poor.

Box Findings: Glassine wrap around liner, glassine liner, brown and white wax paper cups, two-layer red trays with chipboard layer-board. Wadding resembling half a napkin. Booklet describing candies and firm.

Sales Appeal: Fair.

Display Value: Good.

Remarks: Package should have wax inner liner, as uncoated caramels stuck to layer board. Wadding resembling half a napkin is not inviting. Glassine liners used give yellowish cast. Various pieces broken or stuck to liner.

CODE PK8147
Mint Cubes—1 lb.—70c

(Purchased in a Chicago department store)

Description of Package: Cylindrical, rigid acetate, transparent.

Size and Shape: Cylindrical: $3\frac{1}{2}$ " diameter x $4\frac{1}{2}$ " high.

Materials: Transparent rigid acetate with metal top and bottom.

Design: Blue diamonds surround

wavy line box containing firm and candy name. Two heavy blue bands around top and bottom of sides. Bottom blue band contains ingredients listing in reverse lettering. Two parallel thin lines of blue border each heavier blue band. Top and bottom are white.

Colors: Blue and white.

Typography: Fair.

Originality: Good.

Class of Trade: Department, candy, and drug store.

Appearance of Box on Opening: Good.

Box Findings: None.

Sales Appeal: Good.

Display Value: Good.

Remarks: Too many types and lettering styles on package. Suggest manufacturer test package with green design as indicative of mints.

CODE PK8147

Assorted Milk Chocolates—1lb.
—\$1.10

(Purchased in a Chicago railroad station)

Description of Package: Bright red, two-layer, full telescope, cellophane wrapped.

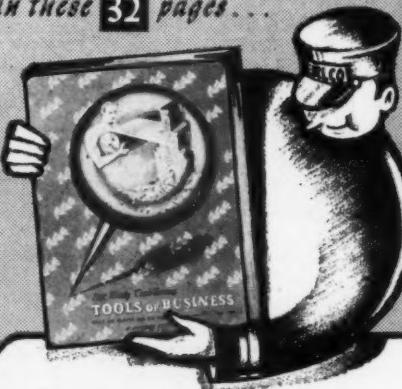
Size and Shape: Rectangular: $7\frac{1}{2}$ " x 5" x $1\frac{3}{4}$ ".

Materials: Covered chipboard.

Design: Gold curtain surrounds ivory

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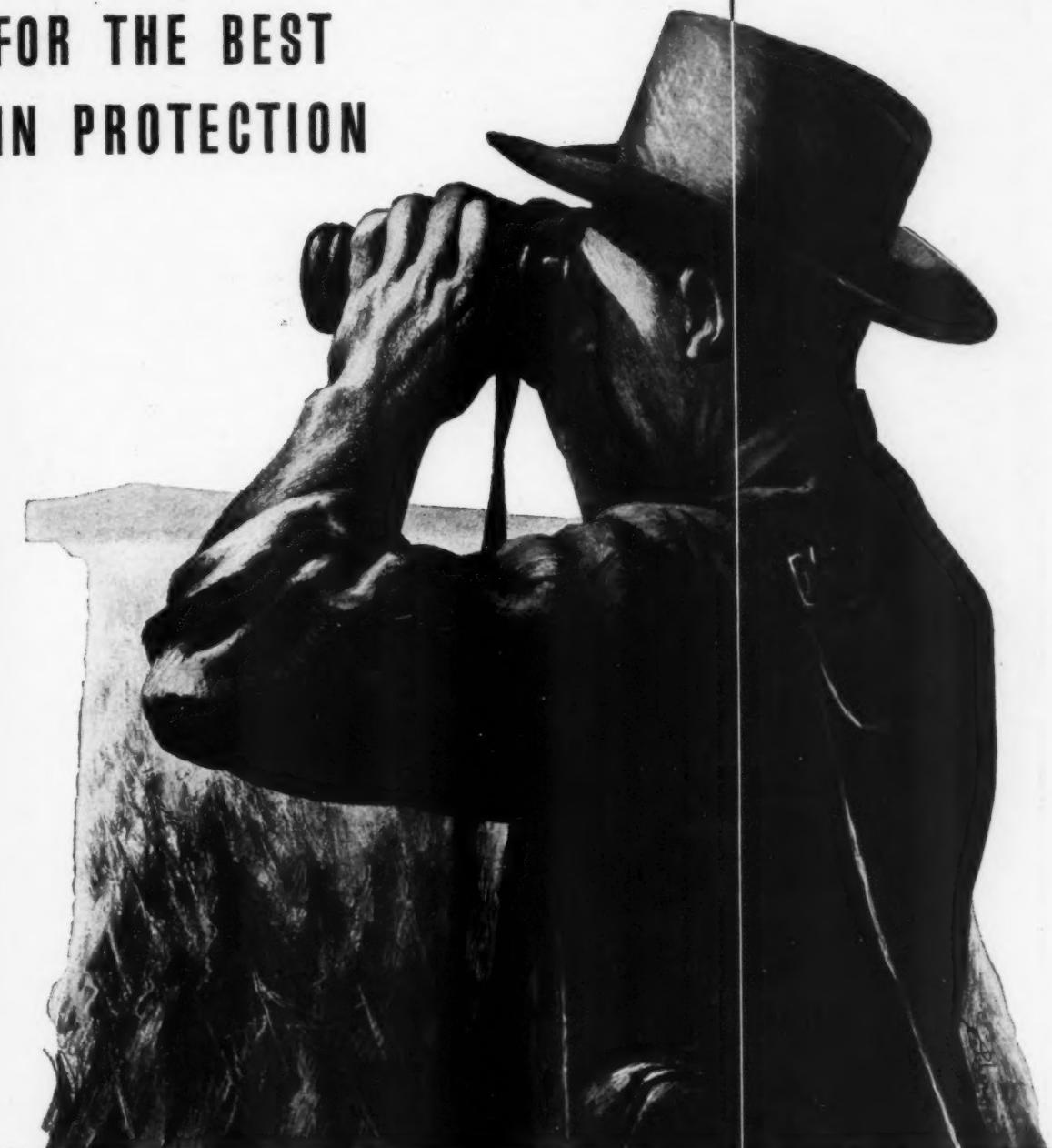
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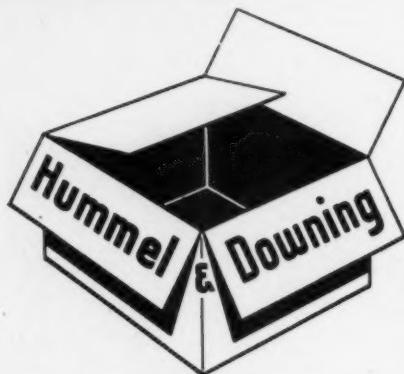


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center on top panel. Crest and firm name in gold on this ivory panel. Candy name in red on ivory. Two gold lines support gold curtain, are about one inch in from ends and carry down both side panels.

Colors: Gold and ivory on red. Bottom half in white.

Typography: Poor.

Originality: Little.

Class of Trade: Drug and candy store.

Appearance of Box on Opening: Fair. Several pieces cracked.

Box Findings: White wax paper cups. Board dividers and layer-board. Paper on glassine wadding. Glassine liner. Wrap around embossed paper liner serves as lift out for top layer. Booklet guarantee.

Sales Appeal: Good.

Display Value: Good.

Remarks: Heraldry and details not too well done. Suggest more wadding to protect pieces better.

CODE PK8H47
Assorted Black Walnut Chocolates
—1 lb.—\$1.65

(Purchased in a Chicago railroad station candy store)

Description of Package: Brown and white, full telescope, double extension edges, flat, padded top, cellophane wrapped.

Size and Shape: Almost square: 8 3/4" x 7 3/4" x 1".

Materials: Chipboard laminated with transparent film.

Design: Top panel is brown and white with gold cowboys and cowgirls in two lines. Figures are separated by "brand mark" of firm. A ranch sign of gold is in center of main panel and carries name of candy. Design is imprinted on under side of laminated film and cannot be rubbed off. Design simulates texture of rawhide.

Colors: Brown, gold, white, and black. Bottom half is gold.

Typography: Good.

Originality: Good.

Class of Trade: Department, candy, and drug store.

Appearance of Box on Opening: Good.

Box Findings: White tray dividers; brown and white wax paper cups; several pieces silver foil wrapped, others cellophane wrapped. Embossed design wadding of paper on glassine.

Sales Appeal: Good.

Display Value: Good.

Remarks: This is an exceptionally interesting design, with its simulated rawhide pattern. One of the best packages the Clinic has examined this year. A fine box for the price.

(Please turn to page 60)

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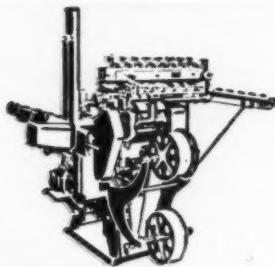
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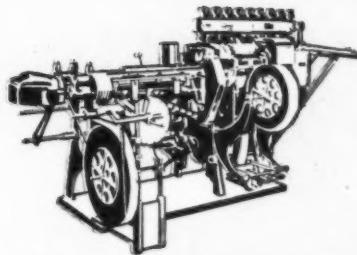


for



WRAP-O-MATIC model RA

Wrap-O-Matic model RA is designed for wrapping single irregular shaped products delivered on an enrober or conveyor belt to the operator feeding the machine.



WRAP-O-MATIC model PB

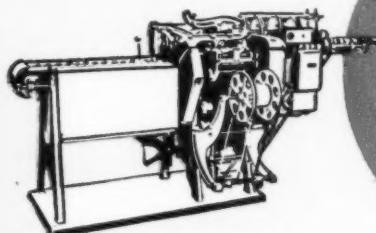
Wrap-O-Matic model PB is designed for wrapping single or multiple piece, fragile or irregular shaped products delivered on trays or trucks to the operator feeding the machine.

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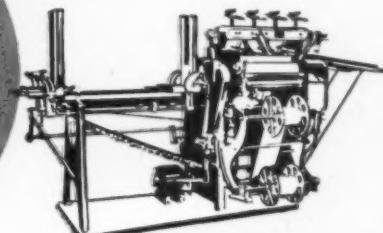
- 7 Full product view... eliminates use of collars, trays and other protective materials.
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WRAP-O-MATIC model SW

Wrap-O-Matic model SW is especially designed for wrapping crackers, wafer sandwiches, cookies, peanut butters, etc., in one stack without the use of collars, trays or cardboard stiffeners.

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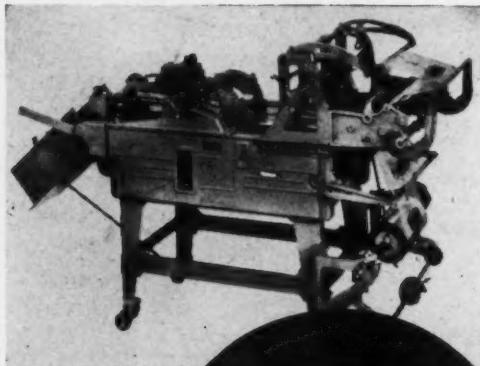


WRAP-O-MATIC model LPB

Wrap-O-Matic model LPB is designed for wrapping large size candy bars, multiple stacks of biscuits, cookies, crackers, also jelly rolls, flips, cup cakes and other bakery products on a cardboard base or boat.

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Packaging Supply News

The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new packaging equipment and materials of all types. Information on these items is free for the asking.

Hand-Fed Heat Sealer

This small and comparatively inexpensive sealer is designed for hand feeding and can be operated manually or by use of a foot pedal. A thermostat control maintains uniform temperature. Three types of bars are available for a vertical, krimp seal; a horizontal, krimp seal; and a flat, uncrimped seal. Check Code PP8A47.

Imported, Metal Re-Use Boxes

These English boxes are made of aluminum and are lithographed and embossed in many different styles. On display at the recent NCA Exposition, they come in 21 styles and sizes and, it is claimed, are not expensive. The importer of these boxes offers samples upon request. Check Code PP8B47.

Gluer for Labeling Short Runs

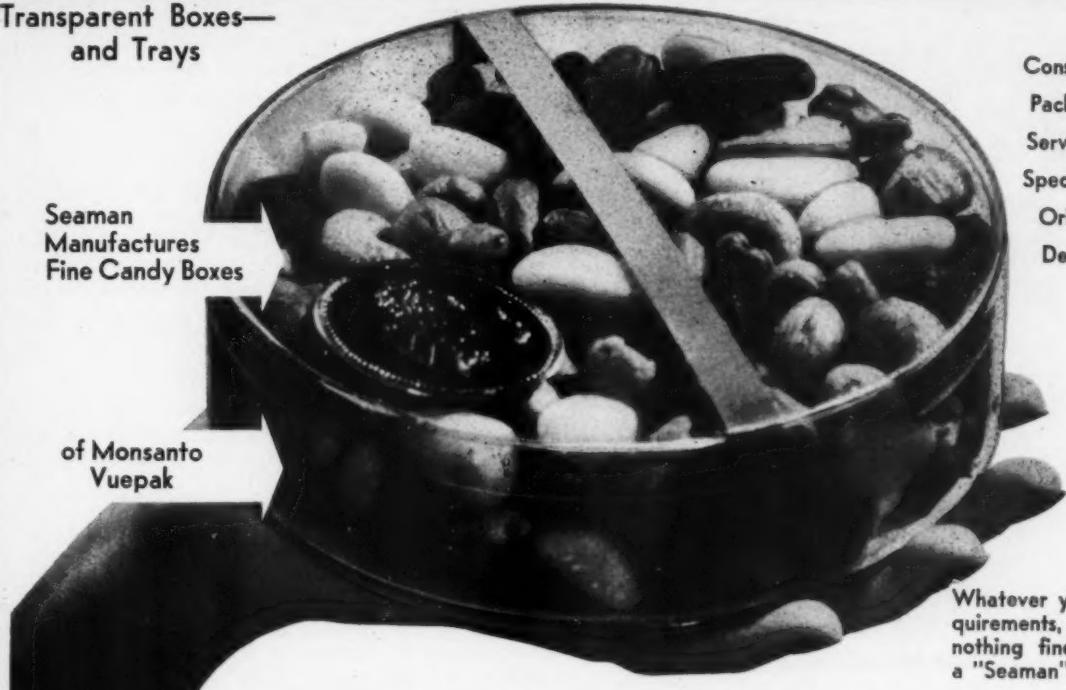
This portable machine applies glue to all types of labels through the use of rollers rather than scrapers.

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PP8A47 — PP8B47 — PP8C47 — PP8D47 — PP8E47
PP8F47 — PP8G47 — PP8H47 — PP8I47 — PP8J47
PP8K47 — PP8L47 — PP8M47 — PP8N47 — PP8O47
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It is said to produce smooth coatings without wrinkles or blisters. Manufacturer claims that because of the machine's simplicity and neatness in operation unskilled workers can use it with fine results. Check Code PP8C47.

Machine for Plastic Set-Up Boxes

This machine, which is completely new in packaging, blanks, crimps, sets-up and glues transparent boxes in one operation. It produces at the rate of 1000 units per hour, is completely automatic once it starts on a run, and is adjustable without changing parts for various size boxes. Cost of the machine is high, but it is said to be very economical in operation. Check Code PP8U47.

Complete Label Service Catalog

A recently published catalog describing labels for every use is again offered by this company which will also design and produce labels for special needs. Check Code PP8G47.

Transparent Candy Container Material

Packaging made from cellulose acetate is tough, rigid, and attractive. This firm offers it in sheets up to 30" wide up to 1000 feet long. It is not affected by sunlight or ordinary temperatures and begins to soften only after 200 degrees F. It can be drawn, formed, shaped or folded into almost any shape with inexpensive dies. Check Code PP8E47.

Cellophane Bag Machine Returns

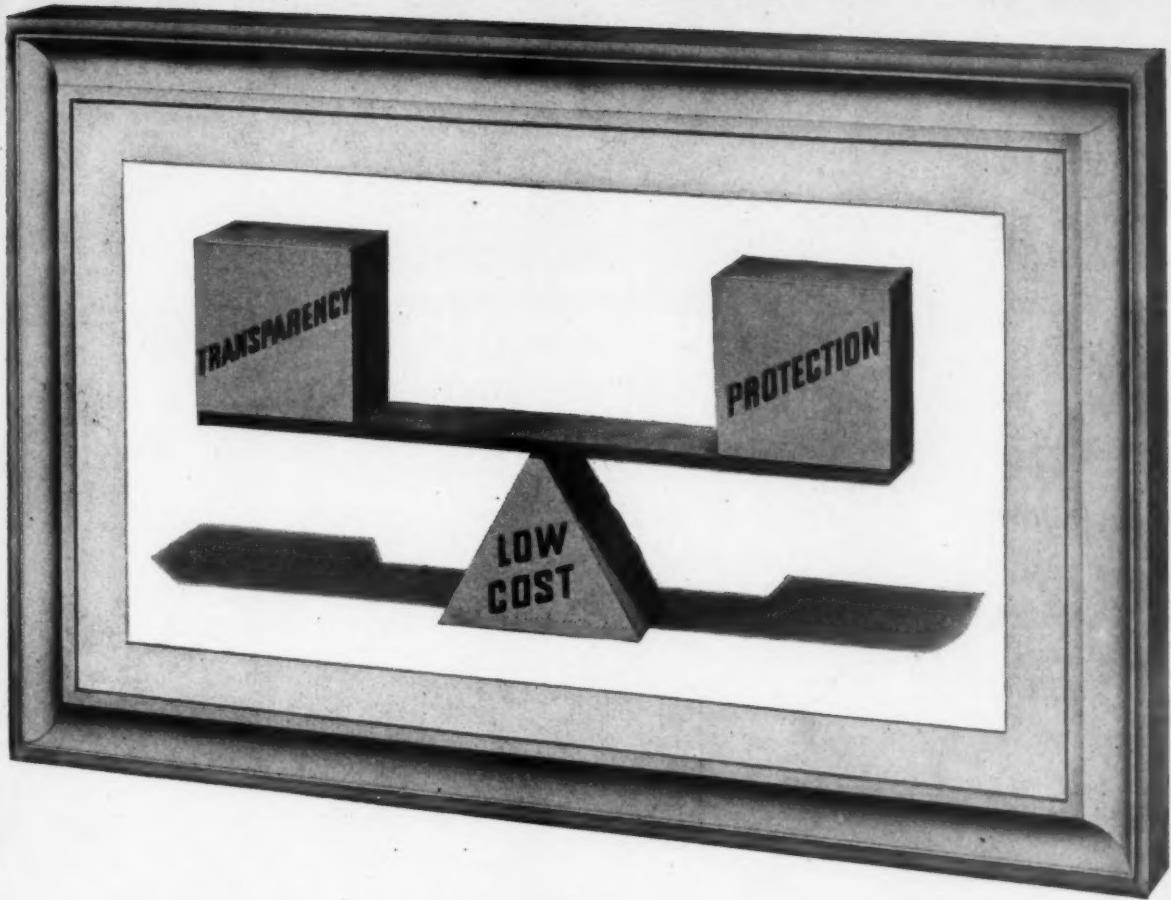
The manufacturer of a cellophane bag making machine recently announced that the machine is once again in production. The post-war model offers added control adjustments, removable side panels for convenient replacement of parts, and new low speeds in addition to the regular high speed. Check Code PP8F47.

Machines for Individual Wraps

This well-known company offers many types of machines for wrapping individual pieces of candy. Machines are designed to handle all sizes and shapes and will produce a twist wrap, a bunch wrap or a folded wrap. Check Code PP8D47.

Mirror, Re-Use Boxes and Vanities

Because of a patented production process, this firm claims that its mirror boxes will not chip or crack under ordinary conditions. For added protection these re-use boxes are shipped individually in special, protective containers. The boxes are available in many sizes and styles. Check Code PP8H47.



KEEP THIS BALANCE *in your packaging picture*

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The demand for Cellophane far exceeds the present supply. We are doing everything possible to hasten the time when we and the converters of Cellophane can again meet all requirements. E. I. du Pont de Nemours & Co. (Inc.), Cellophane Division, Wilmington 98, Delaware.



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Heekin's Artist Lithographers
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standing for any product
... in any store alongside
any competition.



Heekin Cans

With Harmonized Colors



THE HEEKIN CAN COMPANY, CINCINNATI 2, OHIO • EXPERT LITHOGRAPHERS OF METAL CANS SINCE 1901

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Special Cards for Gift Packages

These cards are designed, along with their matching envelopes, for enclosure in any gift package. Samples and a copy of a full-color brochure showing the entire line of these good-will builders may be had upon request. Check *Code PP8I47*.

See-Thru Candy Boxes

These transparent boxes are available in six standard diameters and with either acetate or metal covers. Manufacturer will add your own imprint and decorations. Samples available upon request. Check *Code PP8K47*.

Wrapping Machine for Irregular Shapes

This machine, it is claimed, will produce a uniformly perfect angular wrap for all irregular shapes without

The Candy Packaging section of The Manufacturing Confectioner will be sent free to purchasing executives of candy plants. Just send in your request on your letterhead.

the use of a cardboard. It can also be adapted to furnish wraps which follow the outline of the unit being wrapped. Check *Code PP8L47*.

Leak-Proof, Tamper-Proof Containers

Available in many sizes and shapes these containers require no inner lining and are guaranteed to be leak-proof. The containers can be obtained from the manufacturer or it is possible to lease one of the machines which make the containers. Check *Code PP8S47*.

Shipping Room Procedure

This firm offers to send a trained packing and marking man to analyze your shipping room procedure with no obligation to you. Check *Code PP8T47*.

Confectioner's Foil and Paper

Fine quality foil and paper in a variety of colors. Extra fine foil can be had in approximately 1800 3" x 3" cuts per pound, each piece individually separated by tissue. Check *Code PP8M47*.

Ribbons for Candy Packaging

This firm has ribbons and ready-tied bows which are specially designed for candy packaging. Ribbons are available in plain or novelty forms and in satin and cellophane. Check *Code PP8N47*.

Special Design Service

This manufacturer of transparent boxes and trays offers the services of a special department devoted to designing original boxes for your product. Check *Code PP8O47*.

Heat Sealer with Conveyor-Feed Attachment

A well-known rotary heat sealer is now available with a conveyor-feed attachment. The recently introduced conveyor-feed attachment provides maximum speed in the use of the heat sealing machine. Check *Code PP8P47*.

Heavy Duty Shipping Containers

These corrugated and fibre containers are designed to combine ruggedness with attractiveness in order to give protection to your product and at the same time to increase its sales value. Check *Code PP8Q47*.

Partitions for Candy Packaging

Prompt delivery is guaranteed by this manufacturer of boats, necks and other candy partitions for packaging. Check *Code PP8R47*.



These three publications do a complete job for the manufacturing confectioners. *THE CANDY BUYERS' DIRECTORY* carries the advertising message of candy makers to 10,000 volume candy buyers. *THE BLUE BOOK* is the candy maker's guide to raw materials, equipment and packaging supplies. *THE MANUFACTURING CONFECTIONER* is devoted to the aid of the candy maker by helping him to solve the problems of making better candy.

BOOKLETS and REPRINTS

Reprints are available of a number of articles which have appeared in *THE MANUFACTURING CONFECTIONER*. They compose a large portion of the current literature of the Industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries. Stamps or coins accepted.

Now available are the following:

<i>Pest Control in Candy Plants</i>	By Clyde C. Hall.....	20c
<i>Modern Methods of Candy Scrap Recovery</i>	By W. H. Childs	\$1.00
<i>Principles and Design of Chocolate Cooling Tunnels</i>	By Edward W. Meeker	100
<i>Purpose of Conching Chocolate, The</i>	By Robert Whymper and Charles Shillaber	20c
<i>Soy Products in Candy</i>	By Dr. Ralph M. Bohn	25c
<i>Vitamins in Confectionery</i>	By Norman F. Kennedy	20c
<i>Whey—Raw Material for Candy</i>	By B. H. Webb	25c
<i>High Pressure Condensate Drainage Improves Cream, Fudge Quality</i>	By W. M. Sigmund	15c
<i>Using Cereals in Candy</i>	By W. H. Childs	15c
<i>Liquid Sugar in the Candy Industry</i>	By Robert Whymper	25c
<i>Coverage of Chocolate Coatings—The Bob Test</i>	By Dr. Lee Freundlich	20c

THE MANUFACTURING CONFECTIONER

"READ WHEREVER CANDY IS MADE"

SUBSCRIPTION: \$3.00 PER YEAR—2 YEARS \$5.00

400 West Madison St.

Chicago 6, Illinois

Vanillas

DACO
Flavors

*Maybe You've
Noticed*

THAT our friends have been buying Daco Vanillas and Vanilla Concentrates faster, almost, than we can make them. Such popularity must be deserved. We have tried to earn it.

Almost anyone can make Vanillas—but, careful blends of Pure Vanilla Beans and other natural extractives with aromatics, that will stay in your goods and make your customers your friends—that is the real art. We make our Vanillas "Balanced Blends." Only careful, skillful compounding will produce these results. We prove these great flavors by actual tests. Finely bouqueted Daco Vanillas are our contribution to the success of your business.

**DACO VANILLAS ARE PERFECTLY
"BALANCED BLENDS"**

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Inquiries

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Telephone: WAker 5-6286

Candy Packaging Clinic
(Continued from page 52)

CODE PK8J47

Assorted Hard Candy—1 lb.—59c

(Purchased in a Chicago drug store)
Description of Package: Double cellophane bag. Transparent. Stapled at top.

Size and Shape: Rectangular: 1 lb.
Materials: Cellophane.

Design: Printed flag of blue and smaller one of red on front panel, both held by a drummer. Paper closure across top in red, white and blue. Bottom printed in red, white, and blue with scalloped edge.

Colors: Red, white, and blue.

Typography: Good.

Originality: Good.

Class of Trade: Candy and drug store.

Meetings of the Packaging Clinic of The Manufacturing Confectioner are held quarterly in our Chicago offices, on the 15th of January, April, July, and October.

The Clinic consists of an impartial board whose sole interest is better packaging. It is composed of experts in all phases of packaging, and its report represents an impartial analysis of the packages studied.

Manufacturing confectioners are invited to submit their packages for this exclusive, free service.

Appearance of Box on Opening:
Good.

Box Findings: Pieces twist wrapped in cellophane.

Sales Appeal: Good.

Display Value: Good.

Remarks: A good package. Well displays product.

CODE PK8K47

Assorted Chews and Hard Candy—14 oz.—49c

(Purchased in a Chicago railroad station candy store)

Description of Package: Transparent cellophane bag, heat sealed.

Size and Shape: Rectangular: 14 oz.

Materials: Cellophane.

Design: Window on main panel bordered at top and bottom by brown blocks. Name of firm and candy in reverse lettering on these blocks of brown. Back of bag transparent.

Colors: Brown, tan, white.

Typography: Fair.

Originality: Little.

Class of Trade: Drug and department store.

Appearance of Box on Opening: Good.

Box Findings: Pieces twist wrapped in cellophane.

Sales Appeal: Good.

Display Value: Good.

Remarks: Lettering is rather poor. Main heading is too close to top.

CODE PK2N47

Chocolate Mint Bar—1½ ozs.—5c
(Purchased in a Chicago grocery store)

Description of Package: White glassine. Brown cardboard reinforcement.

Size and Shape: Rectangular; About 4 inches long and 1½ wide.

Design: Firm logotype centered above name of candy in contrasting colors. Descriptive matter above and below. Additional descriptive data in silver reverse on sides.

Colors: Green, red, and silver on white.

Class of Trade: Counter.

Appearance on Opening: Good. Inviting.

Sales Appeal: Fair.

Display Value: Fair.

Remarks: Lettering is a bit erratic in that all letters do not follow good design. Wrapper itself is a bit too grey. Whiter stock suggested.

Technical Literature

Automatic Machine for Making Plastic Set-Up Boxes

Modern Packaging, Vol. 20, No. 10, p 102 (1947). A detailed report on the operation and mechanism of a new machine for the manufacture of transparent set-up boxes from plastic sheet. The machine,



TRANSPARENT BOXES are now available which can become "custom-made" through use of an inexpensive plate to imprint name or trademark on the box. This "Showbox" is made by the Central States Paper and Bag Co., St. Louis.

which required three years of planning and experimenting to perfect, is said to be revolutionary in the transparent packaging field because it produces boxes in one operation whereas all other methods have required several steps. The article is accompanied by diagrams which show how the machine operates.

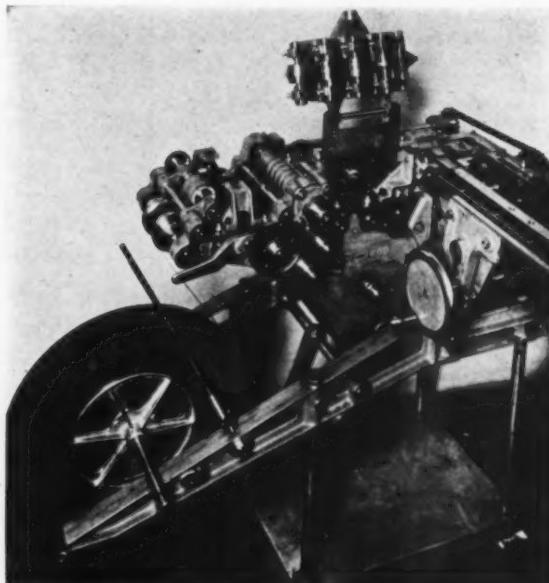
Paper Boxes Sell New Candles.

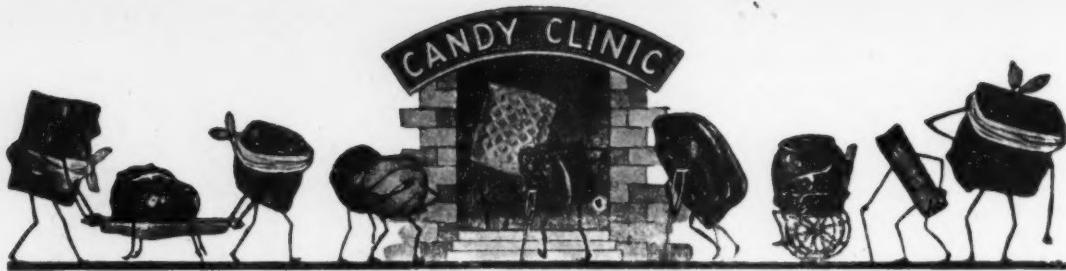
Robert A. Latimer, American Boxmaker, Vol. 36, No. 5, p. 16 (1947).

This interesting article demonstrates how the intelligent design and use of packaging can step-up the sales of all types of candy. It is based on the story of the Chase Candy Company's program, starting in 1943 and extending over a period of several years, to redesign completely their entire line of packages, from five cent bars to de luxe boxes. Back bone of the program was a six month survey on packaging which included the opinions of the man on the street, retail sales people, and buyers.



PACKAGES (left) which feature a tear tab are now being used by Gum Products, Inc. The new roll-feed unit (right) of the DF-1 wrapper made by Package Machinery Co. is assembled to the infeed conveyor. Main feature of this unit is that it feeds, beads and cuts off 12-14 PT cardboard at considerable saving over the 18 PT cut-to-size cards generally used, it is said.





THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail-ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Summer Candies and Packages

CODE 8A47

Summer Candies—1 lb.—80c

(Purchased in a candy store, N. Y. C.)

Appearance of Package: Good.

Box: One layer type, buff color; printed in black and green. Outside wrapper of white paper; tied with red, white, and blue twine.

Appearance of Box on Opening: Good.

Number of Pieces: 34.

Contents:

Nut Brittle: Good.

Nut Stuffed Dates: Good.

Nut Stuffed Dates Rolled in Coconut: Good.

Toasted Nut Stuffed Dates: Good.

Nut Mallow, Center: Good. Nuts rancid.

Chews: Good.

Toasted Coconut Roll: Good.

White Coconut Roll: Good.

Nut Fudge Roll: Good.

Assorted Nut Caramels: Good.

Assorted Jelly Drops: Good.

Walnut Nougat Roll: Good.

Vanilla Nut Fudge: Good.

Assortment: Good.

Remarks: One of the best packages of this kind that the Clinic has examined this year. Well made and good eating.

CODE 8E47

Mint Cubes—1 lb.—70c

(Purchased in a department store, Chicago)

Appearance of Package: Good. Round acetate container. White metal top. Name imprinted in blue on side.

Color: Good.

Cube Shape: Very good.

Texture: Good.

Flavor: Fair.

Remarks: A very well made mint cube but flavor is not strong enough.

This type of Mint "calls" for a strong peppermint flavor.

a dish in colors, red, green, and blue, cream back ground.

Appearance of Box on Opening: Cherries on top layer were broken. Bottom layer, good.

Coating: Light.

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Fair.

Cordial: Good.

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—All Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

**Don't Use A Paddle
For Graining Fudge**
Use the

**Savage Bros.
IMPROVED FIRE MIXER**



PORTABLE

FIRE MIXER, MODEL S-No. 3

Where Gas is the heat the Savage Fire Mixer can be used for cooking and graining fudge.

Where Steam is the heat use the Savage Double Action Fire Mixer with special paddle for graining fudge.

ELIMINATE THE HARD WORK OF HAND STIRRING

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PLANS BOARD



Our board of sugar experts have blueprinted the sugar market. So if your production requires a revised sweetening plan, call on us. We'll survey your requirements and work with you on a long-range program sealed to your needs.

FUCHS & CO.

BETTER SUGAR SERVICE
NEW YORK
132 Front St. • BOWLING GREEN 9-7171
PHILADELPHIA
465 Drexel Bldg. • MARKET 7-5258

Cherries: Good.
Flavor: Very little.
Remarks: Well made cherries but centers lacked flavor. Suggest a good cherry be used in the cordial.

CODE 8C47

Summer Candies—1 lb.—89c
(Purchased in a candy store, N. Y. C.)

Appearance of Package: Good.

Appearance of Box on Opening: Good.
Box: White; one layer type; printed in pink, blue, and gold. Outside wrapper paper, grey colored; printed gold seals on ends.

Number of pieces: 32.

Light Coated Pieces:

Coating:

Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.

Almond Top Molasses Coconut:

Good.

Jelly and Marshmallow: Good.

Maple Pecan Cream: Good.

Fruit Nougat Pecan Roll: Good.

Pecan Mallow: Pecans were rancid.

Chocolate Nut Caramels: Good.

Chocolate Caramel Coconut Roll:

Good.

Crystallized Kernel Paste—Strawberry: Good.

Marshmallow Gum: Good.

Crystallized Cream Mint Leaves:

Good.

Brazil Jelly Roll: Good.
Vanilla Nut Caramel: Good.
Pistachio Nougat: Good.
Fruit Nut Nougat: Good.
Buttercrunch: Good.

Assortment: Good.

Remarks: The best box of this type that the Clinic has examined this year. Well made and good eating. Suggest Pecan Pieces be checked.

CODE 8B47

Summer Assortment—1 lb.—\$1.75
(Purchased in a candy store, N. Y. C.)

Appearance of Package: Good.

Box: One layer type, red gold seal printed in red, outside wrapper of white paper tied with pink grass ribbon, gold seal.

Appearance of Box on Opening: Good.

Number of Pieces: 41.

Contents:

Assorted Kernel Paste Fruits: Good.
Crystallized Assorted Gums: Good.

Crystallized Wafers: Good.

Assorted Gum and Marshmallow Oblongs: Good.

Assorted Gum and Marshmallow Squares: Good.

Gum Marshmallow center: Good.

Red Gum Leaves: Good.

Chocolate Caramel Dipped Almonds: Good.

Vanilla Caramel Dipped Pecans: Good.

Assorted Nut Nougats: Good.

NOTHING IS BETTER THAN EACH OF ITS COMPONENT PARTS

Mighty skyscraper! Destined to stand for countless years . . . an eloquent testimonial to the fine materials and skill which made it great. To attain such perfection in your butter baked goods or confections requires the finest butter flavoring in the market. **CULTURED EXTRIN AA** is recommended on the basis of its use by a host of the nation's leading bakers and candy makers. To make

your butter baked goods and confections better without increasing cost, order an 8-lb. trial tub of **CULTURED EXTRIN AA** today and let sales speak for themselves. **CULTURED EXTRIN AA** is a product of dairy and laboratory—identical with butter in taste, in aroma, in sales appeal—a natural butter replacement, different from all ordinary butter flavors.

NOTHING IS BETTER
THAN **CULTURED EXTRIN·AA** •

EXTRIN FOODS, INC. 70 BARCLAY ST., NEW YORK 7 • EXTRIN FOODS OF CALIFORNIA, 5225 WILSHIRE BLVD., LOS ANGELES



ALL WORKS
GUARANTEED
ALL WAY

Vanilla Caramels: Good.
Chocolate Nut Fudge: Good.
Chocolate Coated Squares: Good.
Marshmallow, toasted coconut on top: Good.

Assortment: Good.

Remarks: Candies are good but highly priced. The Clinic has examined boxes of Summer Candies as good as this one and priced retail at 80c.

CODE 8J47

Summer Favorites—1 lb.—85c

(Purchased in a retail store,
San Francisco)

Appearance of Package: Good.

Box: One layer type, extension top and bottom. Metallic paper top, blue and white imprint of sail boat and water.

Appearance of Box on Opening: Good.

Contents:

Sugar Coated Marshmallow: Good.
Sugar Coated Butter Crunch: Good.
Sugar Coated Chocolate Nut Fudge: Good.

Brazil Dipped in Raspberry Jelly, rolled in coconut: Good.

Two Layer Piece of Chocolate Caramel and Vanilla Nougat, Wax Paper Wrapper: Good.

Nut Chew: Good.

Assorted Plain and Nut Caramels: Good.

Mint Paste and Marshmallow: Good.

Nut Jelly: Good.

Chocolate Caramel and Almonds: Good.

Assortment: Good.

Remarks: Well made. Candy of good quality. Cheaply priced at 85c. Suggest a cellulose wrapper to keep box clean, also would give package a better appearance.

CODE 8G47

Assorted Hard Candy Straws

—5% ozs.—No price stated

(Purchased in a department store,
Chicago)

Appearance of Package: Good. Sticks wrapped in moisture-proof cellulose; round paper tag; printed in blue. Each stick in cellulose wrapper; all tied on top with lavender grass ribbon.

Colors: Good.

Gloss: Good.

Shape of Stick: Good.

Flavors: Fair.

Remarks: A well made candy stick but flavors are too weak. Suggest again as much flavor be used.

CODE 8H47

Assorted Hard Candy Drops,

Finger Shape—1 lb.—59c

(Purchased in a drug store,
Chicago)

Appearance of Package: Good. Cellulose bag; printed in red, white, and blue.

Pieces are wrapped in printed cellulose.

Colors: Good.

FERBO FINE ART IMITATION FLAVORINGS

Create Captivating Taste

Straight Butter Flavor

92 Score Quality

Butter-Cream Flavor

High-Score Butterscotch Flavor

Caramel-Nut-Butter Flavor

Rum-Butterscotch Flavor

Fine Art Maple Flavor

French Tang Vanilla

Samples to the trade
upon letterhead request.

FERBO CO., MADISON, N. J.

CAPITAL BRAND PRODUCTS

MAKE BETTER CANDY

Spray and Roller Process Non-fat
Dry Milk Solids, Whole Milk
and Buttermilk Powder

Condensed Milk

FOR A DEPENDABLE SOURCE OF SUPPLY
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CORPORATION-ESTABLISHED 1933
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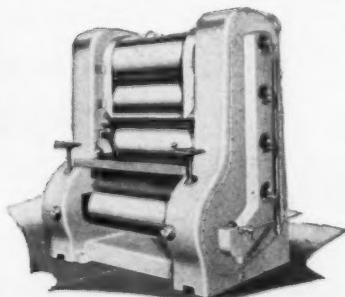
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THE IMPORTANCE OF EXPERT RECONDITIONING



To keep a fine yacht in good shape requires periodic reconditioning. But if the sailing qualities of the craft are to be kept at peak it is highly important that the shipwrights entrusted with the work be experts.

Lehmann Mills, because of their superior engineering and materials need reconditioning only after years of service but it is important that, when necessary, the job be done by expert craftsmen. When your machines need attention we suggest that you avail yourself of the facilities offered by our Service Department.



LEHMANN

THE STANDARD FOR QUALITY
IN MACHINERY

J. M. LEHMANN COMPANY, Inc. MAIN OFFICE and FACTORY

Lyndhurst NEW JERSEY

Molding: Good.
Flavors: Poor.
Gloss: Good.
Remarks: At the price of 59c, a better grade of flavors could be used.

CODE 8I47

Wrapped Caramel—14 ozs.—49c
(Purchased in a railroad depot,
Chicago)

Appearance of Package: Good. Cellulose bag; printed brown, orange, and white. Cellulose wrapper used on each piece of caramel.

Color: Good.
Manufacture: Good.
Texture: Good.
Flavor: Good.

Remarks: The best Caramel of its kind that the Clinic has examined this year. Well made and good eating.

CODE 8K47

**Assorted Hard Candy Drops
—1 lb.—80c**

(Purchased in a department store,
Chicago)

Appearance of Package: Fair. Cellulose bag; embossed, metal clip on top.
Pieces are wrapped in printed cellulose.

Colors: Good.
Texture: Good.
Gloss: Fair.
Flavors: Good.

Remarks: Well made drops and good flavors. Slightly high priced at 80c the pound. Suggest cellulose be printed in three colors to improve appearance of the package.

CODE 8L47

**Assorted Chews—2½ lbs.—
No price stated**

(Sent in for Analysis No. 4517)

Bulk Container: Each piece is wrapped in printed wax paper.

Colors: Good.
Texture: Good.

Flavors: Poor.
Remarks: Some pieces were grained.

The flavors may be up to standard in Australia but are not up to the standard used in this type of candy in the United States. Retail price, here, would be around 30c the pound.

CODE 8M47

Salt Water Taffy—1 lb.—39c
(Purchased in a chain drug store,
Chicago)

Appearance of Package: Good.
Box: Full telescope type; imprint of beach scene in colors.

Appearance of Box on Opening: Fair.
Taffy is in finger shape. Colored wax paper wrappers.

Colors: Good.
Texture: Good.

Flavors: Good.
Assortment: Good.
Remarks: The best salt water taffy that the Clinic has examined at this price in some time.

CODE 7K47

**Hard Candy Whirl Pop—1½ ozs.—
—10c**

(Purchased at a department store, Tacoma, Wash.)

Appearance of Pop: Good.

Size: Good.

Wrapper: Printed cellulose.

Color: Good.

Stripes: Good.

Flavor: Fair.

Remarks: A good looking pop but highly priced at 10c.

CODE 7Q47

**Chocolate Covered Caramel &
Marshmallow Bar—1½ ozs.—6c**

(Purchased in a hotel lobby,
Cincinnati)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue, red, and white.

Coating: Light: Fair.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: The coating spoiled the eating quality of this bar.

first quality

EGG ALBUMEN

for confectionery manufacturers

IN 4 FORMS

- POWDERED ALBUMEN
- GRANULAR ALBUMEN
- FLAKE ALBUMEN
- SPRAY ALBUMEN

Write for Samples and Current Quotations to:

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A SUBSIDIARY OF
DOUGHNUT CORP. OF AMERICA

PLANTS AT: WICHITA FALLS, TEXAS • CHICKASHA, OKLAHOMA • MCKENZIE, TENN. • NASHVILLE, TENN.



Peanut Legislation Urged At U. S. Committee Hearing

"**T**ODAY, THE confectionery industry can no longer absorb any additional increase in the price of peanuts. Unless Congressional action is taken to amend currently operating control legislation, the industry has but two alternatives to follow:

"The first alternative is that the peanut content of confectionery products be further reduced in direct relationship to any price increase which would tend to foment consumer ill-will. This would call for reductions in usage of other agricultural commodities for the purpose of maintaining balance in the finished product or:

"As a second alternative, peanuts may be eliminated practically in their entirety from the products of the industry. In this case the production of peanut confections would be replaced by new products containing no peanuts.

"In either case, permanent, harmful effects on the producers of peanuts will result."

That is what William J. Lavery, chairman of the Peanut Advisory Committee of the National Confectioners' Association told members of the House Banking and Currency Committee at a hearing held on July 11.

Candy Seventh Largest User

In presenting the industry's stand favoring the adoption of H. R. 3940, the bill which would permit the Commodity Credit Corporation to sell peanuts for edible use at market prices, Mr. Lavery pointed out that the confectionery industry is the seventh largest industrial user of agricultural products and as an end-user of peanuts, consumes over 25 per cent of the edible crop. Through the years, the confectionery industry has

gone hand in hand with the peanut industry. We have paid increasing prices for peanuts in the firm belief that by such payments we were doing our part in maintaining an economic stability in an important agricultural section of this country.

"The ability of the end-users of peanuts to take increasing tonnages at steady, increasing prices, must be considered by fair-minded men to be one of the great contributions to the economy of the peanut-producing states," said Lavery. "Without this ability to consume, and without the cooperation evidenced, terrible times would have come to pass in these same states. Now, we are about at the end of the rope. The great users of edible peanuts, like many other industries, are beset on all sides with rising costs. We are no different than other industries, and we are not asking favors as against other industries. Quite to the contrary, we do offer to continue to aid in our maintenance of the economy of the peanut-producing states, but we must base our offer on the statement that we cannot travel a one-way street any longer. If we are to give, we should receive.

"In conclusion, we therefore desire to impress upon you our concurrence

Three important jobs your flavoring should do for you

WHEN a vanilla has all the original flavoring qualities of the vanilla bean and carries those qualities in their original balance through the rigors of the oven, kettle or freezer to the finished product, it does three important jobs:

1. Complements, blends and develops the flavors of the other ingredients used with it.
2. Develops further in the finished product to a full-bodied, mellow flavor.
3. Attains just the right balance between taste and aroma—never a harsh overtone of any one flavor in a mix.

If your flavoring does all three, it creates that delightful taste sensation called "Palate-Appeal." Your customers reach for more—and build sales for you.

Why it doesn't always happen . . .

You can take the finest of vanilla beans—Mexican Vanilla Beans—and blend, dissolve and age them carefully. The result is a finely balanced flavor with all the properties of the beans. But it doesn't stay that way. It evaporates when the bottle is opened. It dissipates when exposed to extreme temperatures. Delicate flavoring solids of the bean escape faster than sturdier ones, and the flavor balance is lost.

Aromanilla preserves the balanced flavor of the Mexican Vanilla Bean

Aromanilla will not cook out. The volatile solids of the bean which dissipate under cooking or freezing temperatures are replaced with similar but more sturdy natural flavoring extracts. All the flavoring elements of the Mexican Vanilla Bean are restored and in balance. They stay that way all through your process and develop into a full-bodied flavor in your finished product.

Why not try Aromanilla now? We are so sure that it will help improve the taste of your goods that we are offering a trial supply with a money-back guarantee. Place your order and if, after using Aromanilla, you don't think it's better than any other vanilla flavor you have used, return the unused portion collect and we'll gladly refund your money.



Aromanilla

Trade Mark Reg. U. S. Pat. Off.

Imitation Vanilla Flavor

6 VARICK STREET

NEW YORK CITY 13

HELPING CUSTOMERS IMPROVE THE TASTE OF THEIR GOODS SINCE 1901

TRIAL OFFER: I'd like to try Aromanilla under money-back agreement as explained above. Please place my trial order for:

1 pint concentrate (equals 2 gals. standard flavor) \$ 8.00
1 gal. concentrate (equals 16 gals. standard flavor) \$52.00

NAME _____ POSITION _____

COMPANY _____

STREET _____

CITY _____ ZONE _____ STATE _____

in the statements previously made at this hearing for the passage of the proposed amendment, known as H. R. 3940, 80th Congress, First Session. We believe that the passage of such amendment will place in the Secretary of Agriculture the proper elasticity of operation, which will tend to maintain a fair price of peanuts to all concerned in the chain of distribution of peanuts. We believe that the removal of restrictions concerning the resale of certain types of peanuts will facilitate the maintenance of a proper market for peanuts. We suggest that if this is not done, a large segment of the agricultural community of this nation will be faced with stark bankruptcy when old peanut-producing areas of the world, plus newly planted peanut producing areas of the world come into full production within the next three years.

"We do not wish to see any harm come to the peanut producing states. While peanuts may be considered legally to be a basic agricultural crop, in actuality, and in all realism, they are not, they have never been, and they never will be a basic crop. We believe that the Congress of the United States should truthfully realize this fact and based upon this fact proceed

to give as much protection as possible to the growers of peanuts as circumstances will permit.

"We as a nation, might not be able to survive at all without wheat or dairy products, but we can survive to the end of time without peanuts!"

S.W.C.A. Meets In Roanoke, Va.

WITH ATTENDANCE promising to break all records, the 24th annual convention of the Southern Wholesale Confectioners' Ass'n was meeting in Roanoke, Va., at press-time.

Themed "Today and Tomorrow," the SWCA convention in the Hotel Roanoke also is featuring a confectionery show. Forty-six manufacturers are exhibitors.

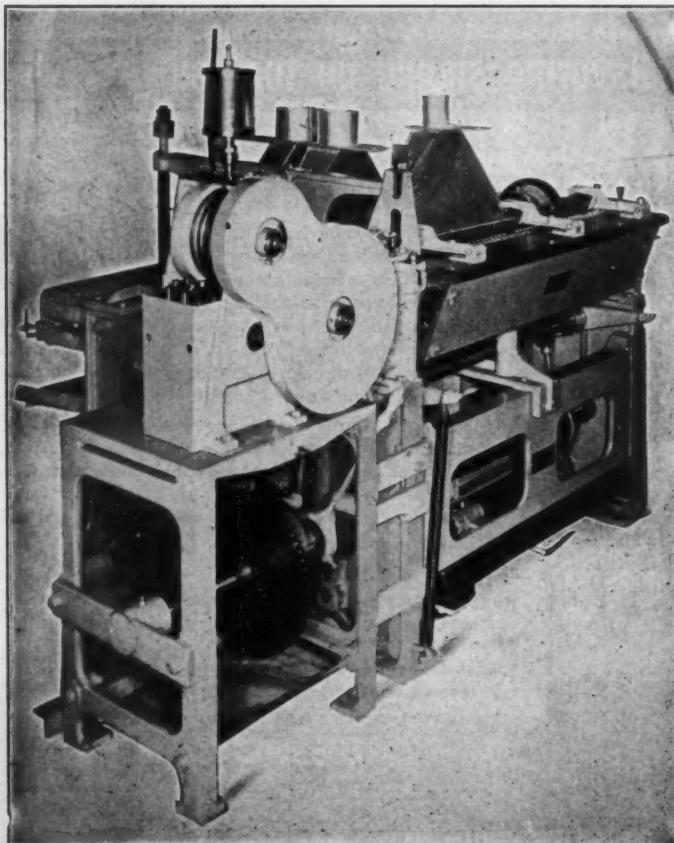
The goal of the confectionery industry is an average annual consumption of candy amounting to \$14 per capita at retail price, James F. Mulcahy, NCA's merchandising director,

told one of the early sessions. Pointing out that in 1946 per capita consumption of candy in some areas was less than in 1942, Mr. Mulcahy stressed the "need for wholesale candy salesmen to help retailers merchandise candy is already evident."

"As an aid in merchandising candy for the retailer, the wholesale salesman should know the history of candy, the development of distribution in this country, the fundamentals of candy retailing, the arithmetic of candy retailing," Mr. Mulcahy said. "Then he has a standard for his performance, based upon knowledge in the 'know-how' to merchandise an account."

I. T. Brewer, of Victory Specialty Co., Roanoke, Va., is general convention chairman. Other chairmen are:

Entertainment: Hugh Adcock, of the Corn Products Sales Co., Atlanta, Ga.; reception: Harry V. Scott, of Richmond, Va.; ladies: Mrs. I. T. Brewer, of Roanoke, Va.; golf: P. C. Rhea, of Rhea Wholesale Co., Dyersburg, Tenn.; press: Mrs. Alice Jones Erickson, of Atlanta, Ga.; softball: O. V. Erickson, of Atlanta, Ga.; horseshoe pitching: Bob Lambert, of Jackson, Miss.



The Automatic Hard Candy Machine Model E

For producing all hard candies of spherical shape.

Balls

Kisses

Barrels

Eggs

Olives, etc.

One operator spins direct to machine.
Capacities 3000 to 10,000 pounds.
Our Model E incorporates all the developments of previous experience

There is no Substitute
for Experience.

John Werner & Sons, Inc.
ROCHESTER 13, N. Y.

May Sales Gain 38%

MAY DOLLAR SALES of candy manufacturers were 38 per cent above May, 1946, but seven per cent below April, 1947, according to an announcement made recently by J. C. Capt, Director of the Census. Dollar volume for the five months, January through May, increased 38 per cent over the corresponding period of last year. These figures are based on reports from 282 manufacturers of candy located throughout the country.

At the same time, figures were released which gave a picture of wholesale dollars in the country for all industries. In this over-all tally, dollar sales for May were up 19 per cent over May, 1946, and showed little change over April, 1947. Dollar sales in the first five months were up 25 per cent over the same period of last year.

The increase in confectionery wholesalers' dollar sales over May, 1946, was nine per cent and over April, 1947, the increase was six per cent. Wholesalers' dollar sales for the first five months of 1947 showed an 11 per cent increase over the same period of 1946.

In May, dollar sales of chocolate manufacturers increased 83 per cent over May, 1946, and were eight per cent above April of this year. Manufacturer-wholesalers and manufacturer-retailers of confectionery recorded sales gains of 32 and 16 per cent, respectively, in May of this year over the same month of last year. However, in comparing May with April, sales of manufacturer-retailers were off 13 per cent and manufacturer-wholesalers were off ten per cent. Each of the three

types of manufacturers showed a substantial gain for the first five months of this year as compared with the same months of last year.

Sales in pounds for May, as reported by 122 manufacturers, were 17 per cent above May a year ago. On a cumulative basis, poundage sales for the first time in two years revealed an increase. For the January-May period, sales in pounds increased slightly (one per cent) over the corresponding period of last year.

Ingredient Prices Up 41 to 412%

PRICE INCREASES in the raw materials used in the manufacture of confectionery range from 41 per cent to 412 per cent.

Philip P. Gott, NCA president, announced these figures in his annual report.

Corn syrup rose 41 per cent for the lowest increase of the ingredients surveyed, and cocoa beans leaped 412 per cent, the largest increase. The increases were over the period 1941 to 1947.

Other increases were: fluid milk, up 81 per cent; granulated sugar, up 86 per cent; peanuts, 191 per cent; and eggs, up 105 per cent.

Cocoa beans have advanced from slightly more than five cents per pound in 1941 to 27 cents per pound in 1947. Sugar has gone from about four cents to slightly over seven cents; peanuts have gone from five cents to over 15 cents per pound. Eggs, which cost the candy manufacturer about nine cents per half dozen in 1941, now cost over 18 cents per half dozen. Milk prices have risen from about four cents to six cents, and glucose from three to nearly five.

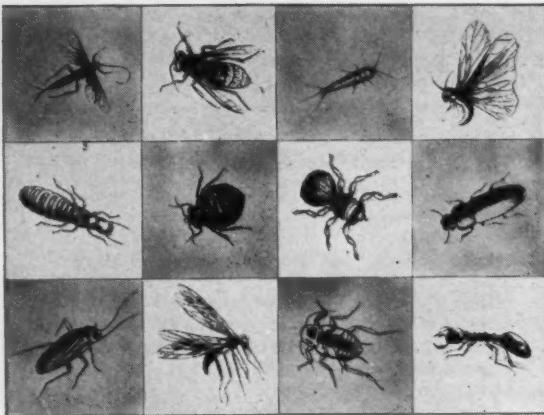


SCHIMMEL & CO., INC.

takes great pleasure in announcing the opening of its new and enlarged offices and plant with greatly improved facilities on the thirteenth floor of

601 West 26th Street
New York 1, New York

PICK the PESTS

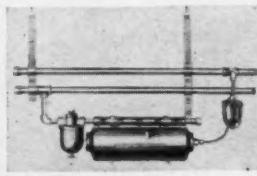


...you'd like to
give the "AIR" Forever!

Do your special insect pests crawl or fly? Thrive on Food or Fabric? Run rampant in a midget-sized cublicle or nest in the hard-to-reach places of a tremendous factory? Get rid of them with the West Atomizer—an effective scientific method of insect control. Designed to eliminate all pests wholesale with a fast "positive-kill."

A permanent installation which shortly pays for itself in time and labor saved (plus the tremendous advantage of complete coverage) the West Atomizer is perfected for efficient and effective use with compressed air. Just turn on the air valve and it shoots out a deadly fog of insecticide which reaches into the tiniest cracks and crevices. Does its lethal magic as quickly in a mile-long plant as in a small store room. Dispenses a "dry" mist so it won't wet floors, walls, or product if used as directed.

With the West Atomizer, use Vaposector Fluid—one of West's complete line of effective insecticides, specially prepared to help lick your insect problem. Vaposector is a concentrated, odorless insecticide—and is safe to use. Why not consult one of over 475 trained West representatives at once?



Products That Promote Sanitation



Labor Law Provisions Explained by Department

(Continued from page 42)

Hour Law as an "administrative" type of employee, an employee's conditions of employment must meet at least one of the following tests IN ADDITION to the salary requirement shown:

1. He must, with exercise of discretion and independent judgment:

(a) Regularly and directly assist an executive or administrative employee, where such assistance is non-manual in nature, or

(b) Perform under only general supervision, responsible non-manual office or field work, directly related to management policies or general business operations, along specialized or technical lines requiring special training, experience or knowledge, or

(c) Execute under only general supervision non-manual assignments and tasks directly related to management policies or general business operations.

2. And he must receive minimum pay of \$200 a month or \$50 a week on a salary or fee basis.

(In considering the above tests for exemption of an employee as an "administrative" type of employee, it must be shown that his work meets *at least* one of the tests—

(a), (b) or (c)—provided that he *also* is paid in accordance with the minimum salary requirement stated. The exemption is *NOT* permitted when an employee's status meets only the salary requirement.)

The Wage and Hour Law record-keeping provisions do not demand any prescribed books or forms. They merely require information which employers should have in their own interest. Thus, for each employee, employers are required to show: his (1) name in full; (2) home address; (3) date of birth; (4) occupation in which employed; (5) day and hour on which work-week begins (where workweek for entire force begins on same day and hour, a single notation for whole work force will suffice); (6) basis on which wages are paid; (7) hours worked each workday and each workweek; (8) total daily or weekly straight-time wages, exclusive of extra pay for overtime; (9) total wages paid for each pay period; and (10) date of payments and the pay periods covered by payments.

On occasions when overtime is worked, the records also must show: (1) regular hourly rate of pay and (2) total extra pay for overtime worked during the workweek.

Study Child Labor Rules

Confectioners who employ young workers should take care not to violate the "oppressive child labor" provisions of the Wage and Hour Law. In general, the provisions serve to restrict the employment of boys and girls who are less than 16 years of age, although an 18-years age minimum has been set for employment in occupations which have been found to be particularly hazardous or detrimental to the health of young people. Employers are advised to have on file "Certificates of Age," issued in accordance with regulations covering the employment of children, in order to protect themselves from unintentional violations.

Obviously, compliance with the modest provisions of the Wage and Hour Law is not burdensome. Violation, on the other hand, can be costly. Employers in violation may have to pay, as a result of employee suits, not only back wages, but an additional amount equal to the wages owed, plus attorney fees and costs.

Candy manufacturers, therefore, are urged to consult a regional office of the Divisions when in doubt about applying the provisions of the Wage and Hour Law to their employees.

"M.C." BOOK REVIEWS

Invertase in Candy Manufacture

A Monograph by Carl Neuberg and Irene S. Roberts, 48 pages, 1946.

While all candy chemists realize the importance of invertase to the candy industry, many are unfamiliar with its preparation and purification and methods of determining its activity. Likewise, some applications of invertase may be unknown.

A list of important invertase patents and a complete bibliography are included in the monograph which every sugar chemist or candy chemist should wish to keep on his book shelf.

Informative Review of Emulsions

A Symposium. Second enlarged edition, 347 pages, 1946. \$6.50.

This book presents an informative and valuable review of emulsions and shows their importance in many industries. For the chemist desiring a 'refresher course' the sections written by experts in fields covered serve admirably.

"Fundamental Principles of Practical Emulsion Manufacture," by R. M. K. Cobb, adequately covers the subject. William Clayton's "Emulsions in the Patent Literature" is valuable. "Industrial Emulsion Formulation,"

by M. P. Hofmann and R. I. Johnson's "Design of Emulsifying Machines," are two of the most practical sections.

"Some Observations On a Typical Food Emulsion" by J. W. Corran and "Theory of Emulsions and Emulsifying Agents" by G. M. Sutheim combine theory and practical application.

A list of commercially available emulsifying agents is given in the appendix.

While the confectionery field is mentioned only by Clayton, the alert chemist who wishes to experiment with emulsions and yet hesitates through lack of incentive, may through a study of this book, improve the chemistry of candy manufacture.

Bacterial Polysaccharides

Taylor H. Evans, Ph. D., and Harold Hibbert, Ph. D., D. Sc., LL. D., 30 pages, 1947.

A considerable number of microorganisms possess the property of producing polysaccharides. Of these a striking proportion show a specific preference for sucrose as a substrate for elaboration of the polysaccharide. This fact alone would warrant attention to these organisms on the part of the sugar industry. In addition, however, this class of products holds a great intrinsic interest, both practical and theoretical, for medicine, immunochemistry, biochemistry and industry.

One of these polysaccharides, dextran, has frequently been encountered accidentally in the sugar mills where it is capable of causing considerable trouble. Its serological activity and possible utilization in industry have attracted attention and interest.

This booklet brings together, in an advantageous manner, the literature concerning dextran, the pneumo-



UP
STEPS
QUALITY
FLAVOR
TEXTURE



CORN PRODUCTS SALES COMPANY
17 Battery Place • New York 4, N.Y.

coccus polysaccharides, and the existing data pertaining to many of the other less well-defined polysaccharides.

Establishing and Operating an Automatic Merchandising Business

Clara C. Linderholm, 41 pages, U. S. Government Printing Office, price \$1.15.

This booklet is designed to give basic information on establishing and operating an automatic merchandising business. It is not intended as a complete analysis of automatic merchandising, but rather as a booklet that will present briefly the most important problems to be met by any one entering the business. A good start for anyone who is completely inexperienced, but interested, in automatic merchandising.

Industrial Directory of Alabama

84 pages. This book is a directory of Alabama industries and the products they manufacture and process. The directory is prepared in five divisions: (1) alphabetical listing of manufacturers and their products; (2) listing of mining properties; (3) listing of newspapers; (4) listing of counties and showing location of industry in them; (5) classified listing of products.

Patents on the Reactions of Sugars

A digest by Alvin Guttag, Examiner, United States Patent Office, 1947.

This digest of sugar patents is made up of patents which include somewhere in their content chemical reactions that involve sugars or sugar derivatives of various types and structures. It covers United States Patents through 2,400,000, dated May 7, 1946, and includes some foreign patents. Materials such as starch, cellulose,

chitin, corn cobs or other pentosan containing materials and dextrin are excluded. Natural products such as the naturally occurring glucosides, riboflavin, etc. are excluded except when such products are prepared synthetically or are reacted with a sugar. Patents involving sugar but concerned with its manufacture or purification or its use in foods, fermentation processes, medicines, etc. are not included in this digest.

The Soybean Blue Book

A compilation of information about the soybean industry, 96 pages, 1947.

Included in this book is information concerning soybean associations, soybean terminology, soybean production according to states, soybean prices, standards for soybeans and comprehensive listings of soybean processors, soybean refiners, soy food manufacturers and other related manufacturers.

Personnel and Office Management Pamphlets

American Management Ass'n. A series of pamphlets prepared from papers presented at the Personnel Conference of the AMA, held in Boston, and papers presented at the Office Management Conference of the AMA, held in New York City.

Economic Fundamentals of Collective Bargaining (\$1.00) includes *Wages and Productivity—The Problems Involved* by F. D. Newbury, vice-president of Westinghouse Electric, *A Plan to Share Cost Savings with Employees* by D. W. Rust, vice president of Bundy Tubing Co., and a record of a panel session in which leaders of labor and management discussed the collective bargaining of tomorrow.

Training for Management Skills (\$.75) includes *A Company Program of Executive Development* by J. R.



FLAVOR, SMOOTHNESS, AROMA, COLOR
All are Equally Important in Making Fine Chocolate

Merckens Chocolate Co., Inc., Buffalo 1, N. Y.

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES

Bangs and L. F. Randall of the Budd Company and *Re-Evaluation of Training for Management Skills* by Douglas McGregor, Department of Economics and Social Science, Massachusetts Institute of Technology.

Streamlining Office Methods and Layouts (\$1.00) includes *Common Sense in the Office* by J. M. Robins, president of the Roberk Company, *Office Space Administration* by K. H. Ripnen, president of Kenneth H. Ripnen Company, Inc., *Work Simplification to Overcome personnel and Space Limitations* by J. S. Covell, systems manager of International Resistance Co., and *A Working Plan for Reducing Paperwork and Printed*

Additional information on any of the books mentioned in this article may be obtained by writing to *The Manufacturing Confectioner*.

Forms by B. B. Klopfer, office manager of Standard Register Co.

Incentives and Work Standards in the Office (\$.75) includes *The Impact of Wage Rates on the Labor Market* by A. F. Hinrichs, economist for Kiplinger Washington Agency, *The Relation Between Work Measurement and Pay Earned* by R. S. Mackenzie, chief industrial engineer of Atlantic Refining Co., and *The Administration of Job Evaluation and Salary Standardization* by L. B. Michael, manufacturing engineer of Western Electric.

Administering the Office Union Contract (\$.75) includes *Employee-Management Relationships in the Unionized Office* by David Mack, director of personnel for Radio-Keith-Orpheum Corp., and *Administering a White Collar Union Contract* by S. H. French, Jr., of Reed, Smith, Shaw & McClay.

Training and Coordination in the Office (\$.75) includes *Liaison Between the Office Manager and Other Department Heads* by I. O. Royse, AMA vice president and general manager of Ralston Purina Co., *The Office Manager as an Executive* by J. G. Fredrick, president of The Business Bourse, *Visual Aids in the Office Training Program* by Commander August Dvorak, USNR, *Combining School and In-Service Training* by H. G. Hutton, personnel representative for General Electric, and *Keeping Employees Informed* by Dorothy Proesch, training coordinator of Aldens, Inc.

Manual of Employment Interviewing

Frances S. Drake, 75 pages, 1946, \$2.25.

The purpose of this manual is to bring together the diverse data that exists with respect to effective administration of the interview for employment purposes and, more specifically, for rank-and-file jobs rather than for specialized positions on higher levels. Often when skill in interviewing is most important, persons with no previous personnel training or experience are called upon to do this work. These individuals need orientation in the art they are to practice. They require suggestions and recommendations growing out of the experience of others. These considerations have figured prominently in determining the contents of the manual.

Information Sources for Small Businesses

James C. Yacum, assisted by Emma Ferrin, 59 pages, 1946, price \$.25.

This index of information sources is offered as an aid to proprietors and managers of existing small businesses and to others interested in establishing a new small business. Including cross references, there are 758 titles indexed in the book. It presents a helpful source to anyone searching for information about specific businesses.

HUBBERT

Stainless Steel Steam Jacketed Kettles—Stationary or Tilting—with or without Agitators and Scrapers, Safety Valves, Draw Off Valves, etc. All Hubbert Kettle Shells are seamless, die drawn from one single sheet. Shells have no welds to crack, corrode, contaminate or leak.

Special Equipment To Your Design



1. SEAMLESS SHELLS
2. SANITARY
3. EFFICIENT

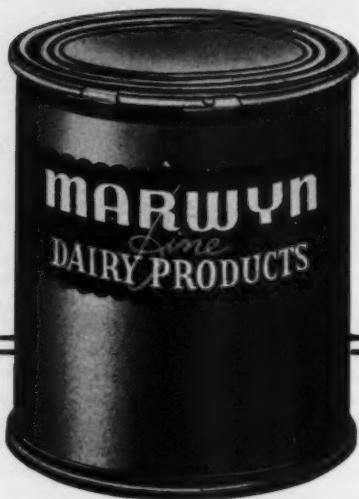
Hubbert Kettles built to ASME & CANADIAN Codes.
Request certificates when ordering.

4. SUPER QUALITY
5. SAFE
6. DURABLE

Manufactured by:
B. H. HUBBERT AND SON, Inc.
1311 South Ponca Street,
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Exclusive Distributor
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Order . . .



Premium quality roller and spray processed powdered whole milk to produce fine candies

Send for Formulas

MARWYN DAIRY PRODUCTS CORP.
141 WEST JACKSON BLVD. CHICAGO, ILLINOIS
70 PINE STREET NEW YORK CITY • 111 W. 71st STREET LOS ANGELES, CALIF.

HOOTON



50 years
of fine
quality

CHOCOLATE

These years have proved a source of satisfaction to ourselves and to customers who think in terms of fine quality. Proved and improved goodness of our products has merited the continued use of our chocolate by many of the outstanding firms in the food industry.

Ice Cream - Confectionery - Baking

HOOTON CHOCOLATE CO.

Fine Quality Since 1897

NEWARK 7, NEW JERSEY

CONFECTIONER'S BRIEFS

• **Mason, Au & Magenheimer:** A one-story building containing 90,000 square feet of floor space and located on a 14½ acre, landscaped plot of land will soon be under construction at a cost of \$750,000, it has been announced. The building will be in the Township of North Hempstead, L. I., N. Y., and will combine in one plant the three now operating in Brooklyn.

• **Gum Products, Inc.:** A \$5,000 cash prize contest on B-Wise Gum was announced recently. Prizes will go to the retailers who coin the best twelve word or less slogan for B-Wise Gum. Duplicate prizes will be awarded to the jobber's salesmen who serve the winning retailers.

• **McPhail Candy Corp.:** Russell McPhail, president, recently announced the purchase of the Sierra Candy Co. of San Francisco. The price was not disclosed. Sierra Candy, however, is one of the three largest candy companies on the Pacific coast.

• **Melster Candies, Inc.:** Limited production of Melster Nougat and Melster Hot Scotch bars has been resumed. Mid-West distribution is being increased now and with the facilities of their modernized plant the firm hopes soon to be able to make national distribution.

• **Walter H. Johnson Candy Co.:** The termination of quota shipments to its trade as of August, 1947, has been announced.

• **Sweets Co. of America:** Bert Rubin, president, has announced the appointment of Eugene L. Flannery as assistant sales manager of the grocery division. Mr. Flannery was formerly regional sales manager of Best Foods, Inc.

• **Pennsylvania Manufacturing Confectioners' Ass'n:** The PMCA has announced that it will hold a Candy Production Forum at Lehigh University, Bethlehem, Pa., Sept. 8-10. A distinguished group of speakers has been assembled to discuss many problems of interest to production men. A fee of \$15 will be charged for the three days of lectures and admission to the lectures will be limited to



"MISS UNEEK"—left—and "Jane Horne"—right—at John Horne Co. exhibit at recent NCWA convention in Chicago. "Jane Horne" wears candy bar wrapper dress.

men with at least two years of practical experience and affiliation with the confectionery industry. Applications for registration should be addressed to Harry H. Rohrer, P. O. Box 753, Lancaster, Pa.

Some of the speakers will be: James King, Dr. Stroud Jordan, John Krno, John Clay, Samuel Hinkel, G. S. Doolin, R. G. Werden, W. F. Wilson, Fred Greer, and G. S. Bowater.



WILLIAM F. PRETZEL, general credit manager of Bunte Brothers, was recently elected to the Board of Directors of the Chicago Ass'n of Credit Men. Mr. Pretzel, who has been with Bunte's for 19 years, has been very active in the work of the Chicago Ass'n of Credit Men, particularly in the manufacturing confectioners group.

• **H. A. Schwerin Co.:** H. A. Schwerin has announced the opening of his new quarters at 671 24th St., Oakland, Cal. The remodeled, two-story building contains 12,000 square feet of floor space. Although handling tobacco, sundries and novelties, Mr. Schwerin considers himself primarily a candy distributor by reason of his extensive stocks of all

types of candy, and the fact that he packs and distributes his own brand of ten-cent bags, Hasco Sweets.

• **Beech-Nut Packing Co.:** Western sales offices are now located at 1095 Market St., San Francisco, having been moved from 383 Brannan St. Homer Titus, veteran of more than 25 years service with the company, continues as head of the San Francisco office.

• **Golden West Candy Club:** Following its adjournment during July and August, the Golden West Candy Club will convene early in September. A Ladies' Night, first social event of the fall season, will be held Sept. 19.

• **Leaf Brands, Inc.:** At a two-day sales meeting held in Chicago recently, Paul R. Trent, director of sales and advertising, announced details of a new promotional campaign. Featuring national radio spots which will cost \$750,000 for a year, the campaign will also include advertising in 40 magazines and trade journals read by more than 100,000,000 people.

• **Bullock's:** Miss Rhobie Sargent has recently been appointed candy buyer for Bullock's new Pasadena store. Miss Sargent formerly was associated with Loft Candies of New York.

• **Council on Candy Motion Picture:** Local premieres of the NCA motion picture "Candy and Nutrition" will be held during August in the West and Northwest. A. C. Baker, Brecht Candy Co., Denver, is to be chairman of the August 13 meeting in the Albany Hotel, Denver; W. W. Cassidy,

These are typical results being obtained by the C-B System of High Pressure Condensate Return for the candy industry. Utilizing the eductor principle to induce positive circulation and elimination of entrained air from coils and piping, the C-B System speeds the flow of condensate from equipment in a CLOSED CIRCUIT at high pressure and high temperature. The temperature of the condensate returned to the boiler is almost the same as when it left. This means a faster, hotter steam supply is available at the kettles, reduced cooking time, increased production, a more uniformly whiter and finer textured candy as well as remarkable fuel, water and water treatment savings.

Write for Publication 3250

COCHRANE CORPORATION

3104 N. 17th Street, Philadelphia 32, Pa.

COCHRANE CONDENSATE C-B BOOSTER SYSTEM

OF HIGH PRESSURE, HIGH TEMPERATURE CONDENSATE RETURN

for August, 1947

The advertisement features a large, complex industrial pump unit with various pipes, valves, and gauges. Superimposed over the image are several testimonial quotes from different companies, all highlighting the benefits of the C-B System:

- "Our cooking time has been reduced 50%."
- "Our creams are whiter and our caramels and fudge have a better texture."
- "We doubled our plant capacity without additional equipment."
- "Faster heat with the C-B System improved our product, increased our production and saved 15% on fuel."
- "Since installing the C-B System we can now put through an additional batch on all kettles. Our product has also been improved because of the faster cooking."
- "We improved our quality."
- "Our fuel consumption has reduced nearly 30%."

CANDIED FRUITS for CHOCOLATE DIPPING

Tenderized Pineapple Hearts
Imported Pineapple Wedges
Extra Fancy Pineapple Slices
Valencia Orange Strips
Glace Cherries
MIXED FRUITS AND PEELS
FOR

NOUGATS
DIVINITIES

WRITE FOR PRICE LIST

EASTER EGGS
FRUIT CLUSTERS
PANNED CANDIES

B AND SAMPLES

Garden Fruit Specialties Co., Inc.

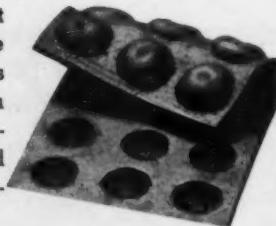
FRUITS from Lakeland, FLORIDA, "THE HEART OF THE CITRUS BELT"
530 TENTH AVENUE • NEW YORK 18, N. Y.

Voorhees Molds

The Modern Method of Casting Candy!

Voorhees Molds simplify operations.
Saves time and stops waste.

Made of the purest live rubber these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.



Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

If your jobber cannot supply you,
write us direct.

VOORHEES RUBBER MANUFACTURING CO., Inc.

151 EAST 50TH ST., NEW YORK 22, N. Y.

Sweet Candy Co., Salt Lake City, is chairman of the August 15 meeting in the Hotel Utah, Salt Lake City; and J. C. Haley, of Brown and Haley, Seattle, is chairman of the August 18 meeting in the Chamber of Commerce Building, Seattle. Smith H. Cady, Director of the Council on Candy will introduce the picture at all three meetings and explain how the film ties-in with the candy industry's other promotional efforts.



JOHN H. REDDY (left) has been elected president of the Lovell & Covel Co. W. H. Vogler was elected treasurer and director, and C. N. Lovell, H. R. Chapman, P. M. Clark, R. W. Moulton and R. B. Singer were elected directors. Mr. Reddy succeeds Mr. C. Norman Lovell who resigned after 40 years as president of the company.

• **Bowman Gum Co.:** Research studies concerned with the labeling and packaging of Warrens Mint Cocktail Chewing Gum have resulted in a re-designing of the original package and stick wrapper. The study proved that consumers identify the gum with the words "Mint Cocktail," and the original wrapper has been re-designed to emphasize the "Mint Cocktail" element of the wrapper in preference to the other elements.

• **Midwest Confectionery Co.:** Incorporation papers have been granted to this firm by Illinois Secretary of State. Incorporators are John B. Giacchetto, and Dominic Frisina. The company will sell candy and non-intoxicating beverages in Frisina theaters.

• **Peter Paul Inc.:** Henry B. Thompson, superintendent of production, died recently at his home in Meadowbrook, Pa. Mr. Thompson was 44 years of age and is survived by his wife and two sons.

• **Sierra Candy Co.:** Eugene Blanquies, secretary-treasurer, was honored at a farewell buffet dinner which marked his retirement on July 1 after 21



RADIO STARS of "Curtain Time" celebrate the second anniversary of the program on the air. Mars, Inc., is the sponsor of this popular evening show.

years with the organization. Mr. Blanquies plans to enjoy his suburban home at Burlingame, Cal., and then to travel extensively by automobile in the United States.



CHASE CANDY CO. recently honored 26 of its employees who had been with the company from 25 years up to 52 years. At a testimonial dinner dance in Chicago each one received an engraved Bulova watch.

- Wilbur-Suchard Chocolate Co., Inc.: W. L. Newcomer, formerly chief accountant, was appointed controller of the company, Walter H. Mann, president, has announced. All officers and directors of the company have been re-elected.
- Group Training Sessions: In recently completed conferences between James F. MulCahy, NCA Merchandising Director, and State Directors of Distributive Education it was decided that the "Balanced Selling" group training sessions should be

deferred during the summer months and tentatively scheduled to begin during the week of Sept. 8, 1947. However, it was announced, special summer classes during the months of July and August may be arranged if classes of 15 persons can be organized.

● Loft Candy Corp.: Four new shops, one in Paterson, N. J., two in Newark, N. J., and one in the Bronx, N. Y., have been opened within the past month, Sidney H. Berg has announced. Ribbon-cutting ceremonies and interviews of the attending audience which were recorded and broadcast over local radio stations featured each of the openings. The new stores will handle Loft Candies along with gifts and novelties.

● Hershey Chocolate Corp.: An extra dividend of one dollar on the common stock, payable August 15 to stock of record July 25, has been announced. On June 24, the company declared a regular quarterly dividend of 75 cents, also payable August 15.

● George A. Kiepe and Sons: George Kiepe, manufacturers' representative on the Pacific coast, recently announced the appointments of A. S. Baker, formerly with Wm. Wrigley, Jr., Co.; O. E. Hart, formerly with American Tobacco Co.; F. A. Duffy, formerly with United States Tobacco Co.; and E. O. Reed, formerly with the Reed Candy Co., as members of his sales organization.

● Chase Candy Co.: Lowell E. Tjaden has been named as the western sales manager, according to an announcement made recently by W. A. Yantis, president.

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Where apples ripen
on the bough in the nation's great
apple-growing states — Speas
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constant supply of the best in each region.
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- Queen Anne Candy Co.: Wayne B. Beaudette is named advertising manager, announces H. S. Martin, president.

- Kimbell Candy Co.: Selected test markets will be used to introduce a new advertising campaign concentrating on "Smacks," states Frank Kimbell, president. "We feel there is a big, pent-up demand for quality cocoanut candy, which was unusually scarce during the war," states Mr. Kimbell.

- Lummis & Co.: Lummis Peanut Product Sales Convention was held in Philadelphia last month.

- Nutrine Candy Co.: The largest six-month sales volume in the firm's history are announced by B. H. Goodman, president and treasurer. Net sales in the six months ending June 30 were \$3,446,454, a gain of \$1,331,386 from the like period in 1945.

- Leahy Sales Corp.: Offices have been moved to 1260 20th Avenue, San Francisco. Headed by Charles Leahy and his son, John, the firm is a franchise distributor for Schrafft's. With opening of the San Francisco offices, the firm became the only straight candy jobber in the city.

- NCA "Balanced Selling": NCA's cooperative training program will be formally inaugurated in Philadelphia this month. Fred S. Davis, executive secretary of the Wholesale Confectioners Ass'n of Metropolitan Philadelphia, will supervise enrollment of wholesalers' salesmen in the area, announces James F. MulCahy, NCA merchandising director. Lester G. Rosskam, Quaker City Chocolate and Conf. Co., is program coordinator for eastern Pennsylvania.

- NCA Candy Fraternity: Wholesale candy salesmen who qualify with passing grades in NCA's 10-hour "balanced selling" training program will be presented with a "Candy Fraternity Emblem of Accomplishment," it is announced.

- Candy and Nutrition Film: Local previews of NCA's film will be shown in Portland, Ore., at the Chamber of Commerce building, August 20 and in San Francisco August 22 at the Sir Francis Drake Hotel. S. A. Humphrey, Candy Products Co., will be chairman at the Portland meeting and Theodore A. White, Sierra Candy Co., chairman at San Francisco.

Included on the Portland committee are: Don H. Rolph, Rolph & Co.; R. M. Paddock, Mello-Sweets, Inc.; Walter Rothenberg, Parkway Confections, Inc.; J. M. Robman, Fred Meyer Candy Factory; Jack Murphy, Sunshine Biscuits, Inc.; Leo Baruh, Wadham & Co., M. S. Bains, Piggy Wiggly Co.; Geo. Fick, Jr., Geo. Fick Cigar Co.; Herbert Goldsmith, Herbert Goldsmith Co.; N. H. Van Duyn, Van Duyn Chocolate Shops; J. D. Pace, Portland Candies, Co.; Norm Matschek, Pacific Brokerage Co.; Oliver Hurtig, Kelley-Clarke Co.; W. W. Greer, Mailiard & Schmiedell.

Committee members at San Francisco are: John McKey, Euclid Candy Co.; George Cardinet, Cardinet Candy Co.; A. C. Cartington, Miss Sailors Choc.; Roy Gimbal, Gimbal Bros.; Clarence Kutchmir, American Licorice Co.; Ray Carpenter, California Peanut Co.; Charlie O'Brien, O'Briens, Inc.; R. Brainard, Harry N. Wilson Co.; Clyde Sutton, Bishop Candy Co.; Max Jaffe, Jaffe Bros.; Mel Sosnick, Melvin Sosnick Co.; W. Barron, Barron Candy Co.; H. Mirsky, B. Mirsky & Sons; A. R. Judy, Judy Wholesale Co.; J. Leahy, Chas. Leahy Dist. Co.; J. E. Waltz, Corn Products Refining Co.; Otto Winckler, Winckler Brokerage Co.; A. Begle, Kelley-Clarke Co.; Carl Foorman, Wyman-Foorman Co.; Ken White, Awful Fresh McFarland; Fred Levy, Bluma Candy; Mr. Stice, Margaret Burnham Candies; Mr. Peck, Sees Candy Shop; Ernest F. Wilson, Wilson Candy Co.; Mr. Edy, Edy's Character Candies; Tom Sheridan, Thomas Sheridan Co.

LETTERS TO THE EDITORS

Formulas Requested

My sincere thanks to you for the mazetta and nougat formulas. Being a war veteran and new in the candy manufacturing business I find that my subscription to The Manufacturing Confectioner is one of the best investments I ever made which cost so little.

Please send me formulas for manufacturing hard candy, butter scotch squares and a salt water taffy. Thank you.

—Detroit

REPLY: We are glad to know that you find our magazine helpful. The formulas which you requested are being forwarded to you. If we may be of service in the future, please let us know.—Ed.

* * *

Differences in Glucose

I am the head of department of one manufacturer of caramels, and I have noted that there are many differences between American and Italian manufacturing, specially in the formulas. The glucose contained in your products is more low in Baume

than Italian glucose and here the use of this American material has caused many very hard scrapes because the caramels do not keep after a month and stick to the paper.

I am waiting for your kind answer about what I have written.

—Italy

REPLY: Our technical advisor is sending you caramel formulas which he believes will prove satisfactory when used with Italian glucose. If we can be of any further service in this matter, please let us know.—Ed.

* * *

Appreciates Assistance

Thank you for your fine reception at the time of my visit to your office. Your advice enabled me to contact the Candy Manufacturers I was most interested in, and would like to have you know that I sincerely appreciate your assistance.

—Alabama

REPLY: We were happy to have been able to be of service to you. It is gratifying to know that our efforts brought you the desired success on your visit. We shall be happy to be of further assistance to you

whenever you may desire it.—Ed.

* * *

Trip to America

The writer expects to visit America in July of this year and would like to call at your executive offices when in Chicago. The purpose of this trip is to investigate new equipment and study modern factory design as we are hopeful of shortly constructing a new factory on a site which was recently purchased.

During the writer's stay in America, he would be grateful for your assistance in furthering this study.

—Australia

* * *

Cooking Hard Candy

If you can do so will you please furnish us with the proper procedure for cooking hard candy on an open gas burner. We are now cooking on open fire subsequently vacuuming our batches on a Simplex gas vacuum. We would like your version of the proper routine to follow to insure our getting dry candy.

—Ohio

REPLY: Our technical advisor has given us a procedure for open cooking which we are forwarding.—Ed.



Our Service Staff—the same staff of nationally known production men—are available to help you with your plans and problems.

Fifteen years ago we introduced YELKIN to the Confectionery Industry as a basic control factor—its universal acceptance and use today substantiates our every claim—Yes, we know lecithin and how to use it. Our Service Department is anxious to be of assistance to you. Write today.

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WACO

TEXAS

25,000 Attend Store Modernization Show; Three Billion Store Improvements Seen

WITH ABOUT 25,000 retailing and other executives attending the first annual Store Modernization Show in New York's Grand Central Palace last month, an estimated three billion dollars worth of improvements by merchants in the next three years was predicted. New types of fluorescent and spot lighting, layout, and fixtures were emphasized in the displays of the show's 75 exhibitors. Opening day attendance was set at about 5,000.

"For most of the stores in America," said C. M. Edwards, dean of New York University's School of Retailing, who made the three billion dollar prediction, "the steps taken to rejuvenate and modernize have been too little and too late."

Stating that modernization of most stores is at least 10 years overdue, Dean Edwards stressed store managements must improve "their merchandise stocks, their personnel staffs, and their physical plants, if they are to achieve continued prosperity.

"There is ample evidence on all sides that stores intend to rise to the challenge," he said, however.

Clinics included modernized store lighting, customer comfort, display and fixturing, use of materials, store fronts, store layout.

Benjamin H. Gordon, chief of the domestic commerce staff of the U. S. Commerce department, said the recent easing of construction regulations and increased availability of fixtures will encourage streamlining of stores.

Sharply increased use of corrugated aluminum for store modernization and decoration was reported by an official of Reynolds Metals.

By the end of the year commercial use of commercial fluorescent lighting will rise to about 18 per cent of such usage, a Sylvania Electric Products representative stated. He estimated 3,000,000 fixtures will be sold this year to commercial users, at a total of \$90,000,000. New lighting systems and repairs head the list of internal alterations, it was reported by Stanfey McCandless, of Yale University.

Critics Pass on Quality of Candy

A SURE-FIRE TEST for new products has been discovered by H. A. Marshall, manufacturer of candy and bubble gum, in San Gabriel, Calif. Three years ago he started passing out free samples to the children who passed his plant on their way to school. Since then he has never placed a product on the market that did not meet with success.

About three months ago, Mr. Marshall decided to try making bubble gum. His best friends and severest critics were more than willing to help him test it. In a few days the daily line-up grew until it was two or three children wide and, over a block long. Now he has been forced to ration the amount of bubble gum that is passed out every day.

SUPPLY FIELD NEWS

- **H. A. Johnson Co.**: Julian D. Ivy, vice president of the Murray Co., a division of H. A. Johnson, has received the Reserve Special Commendation and Citation. Commander Ivey served in the Navy during World War I in aviation and was called back to active duty July 15, 1940 where he served until March, 1945.
- **Swift & Co.**: In order to more correctly encompass the activities of its expanding glue and adhesives business, this division, formerly under the name Glue Department, has been renamed the General Adhesive Products Department. E. R. Paul, manager of the department, has announced.
- **Kraft Foods Co.**: Gilbert G. Meyers of Chicago has been appointed head of the Mid-West production division of Kraft Foods.
- **American Viscose Corp.**: Harold J. Michel has been appointed manager of the Lewistown, Pa., plant.
- **Fritzsche Brothers, Inc.**: Miss Mary G. Neary, secretary to president F. H. Leonhardt, was the guest of honor at a luncheon held recently at the Waldorf-Astoria, New York City, in celebration of her 35th anniversary with the firm. A gold wrist watch and matching gold dress clips were presented to her by employees of the firm and an appropriate gift was also presented by Mr. Leonhardt on behalf of Fritzsche Bros.
- **Fuchs & Co.**: New offices at 132 Front Street, New York City, were opened recently with a recep-

tion that was attended by many candy manufacturers and manufacturers of other food lines.



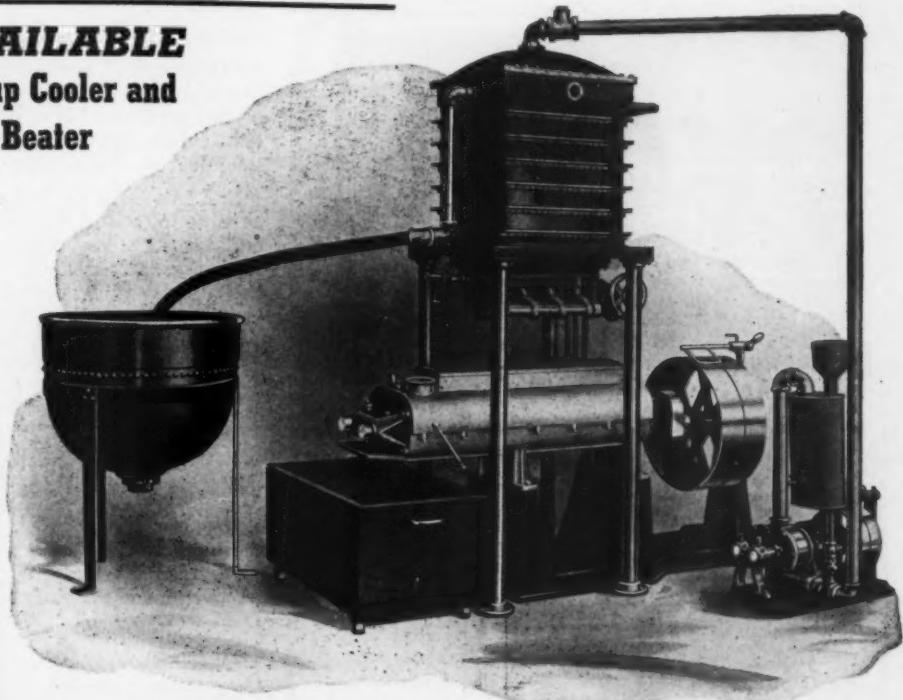
MR. AND MRS. CHARLES FUCHS and son, Spencer, at opening of Fuchs & Co.'s new offices. Rear row (left to right): Peter Hoynak, Irving Schaffer, Ira Parnes, Leo Underdorfer.

- **Dow Chemical Co.**: At a special meeting of stockholders recently a four-for-one split of common stock was approved along with proposals to issue 400,000 shares of a new second preferred stock and to change the company's state of incorporation from Michigan to Delaware.
- **Armour & Co.**: \$35 million of 25 year 3½ per cent income debentures were sold for cash to a group of insurance companies and \$21 million of outstanding 25-year 3½ per cent income debentures were redeemed.

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Now Offers improved machines with
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10 H.P. Chocolate Coating Mixer

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Speed— it replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 or 20,000 lbs. capacity.

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solve all your taste and cost flavor problems with our NO-COST
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• **Monsanto Chemical Co.**: Sales during the six months ended June 30 totaled \$71,085,736, an increase of 41 per cent over the like period in 1946, states Edgar M. Queeny, chairman of the board. Before Use and Occupancy insurance credits and after reserving \$500,000 relief for employee victims of the Texas City disaster, the firm's net income for the period was \$9,275,133, equivalent to \$2.23 a share on 3,963,163 common shares outstanding June 30.



HENRY A. VAN GESTEL has been named vice president of Miller and Hollis, Inc., of Boston, manufacturers of bulk and packaged chocolates. Mr. Van Gestel was formerly the national confectionery sales manager for Walter Baker and Co. He will assume his new duties on September 1, after a month vacation on Cape Cod, it is announced.

• **Bjorksten Research Laboratories**: Dr. Johan Bjorksten, president, has announced that James R. Darnell had joined the company as assistant to the president. Mr. Darnell was formerly a chemist with Corn Products Refining Co. and with Pure Oil Co.

• **National Starch Products, Inc.**: H. D. G. Stone, sales representative in Baltimore for National and its adhesives division, was presented with a 15-year service pin by F. K. Greenwall, president, at a recent sales conference in New York.

• **Florasynth Laboratories, Inc.**: William Lakritz, president, recently returned from an extensive tour of his organization's West Coast territory. Florasynth has opened new, larger quarters in Los Angeles at 588 Mateo Street.

• **E. I. du Pont de Nemours & Co., Inc.**: Reported earnings for the six months ended June 30 were equal to \$5.13 a common share, against \$4.67 in the first half of 1946. Net in the first quarter of this year was equal to \$2.60 a common share, compared with \$2.43 in the same 1946 period. As of June 30, the company was owned by 91,538 different stockholders, an increase of 3,764 over the number recorded at close of the first quarter of 1947.

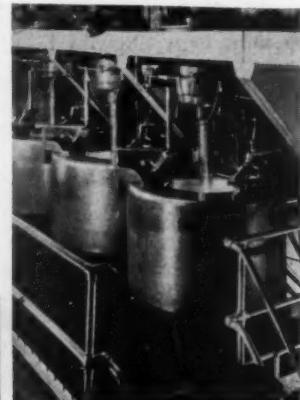
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Alabama Station Studies Show Sweet Potato Candy Nutritious

A LABAMA SWEET POTATOES have "an eye" on the candy business.

A proposal to use sweet potatoes in candy was submitted to the NCA research committee by Dr. L. M. Ware of the Alabama Agricultural Experiment Station.

As a new type of nutritious candy, sweet potato confections, Dr. Ware reports, supply a balanced food value and give liberal quantities of provitamin A, which the human body converts into Vitamin A.

"The Alabama station," he said, "has made quite acceptable candies from sweetpotatoes by two different processes. One method consists of using the fully cooked puree to make brittles; a second method consists of using the fully cooked flour as an ingredient in soft fillings."

Sweet potatoes, when prepared by the process developed by the Alabama station, will develop, the report stated, "about 40 per cent natural sugar of which about one-half is sucrose and one-half is maltose on a dry basis. The sweet potato also supplied liberal quantities of provitamin A, which the human body converts into Vitamin A."

Dr. Ware said that the sweet potato brittles are especially adapted to the use of high protein or high vitamin flours or meals. Some of the combinations that have been made, tested, and pronounced good are the following: sweet potatoes with coconut, orange, wheat germ, corn germ, soybean meal, soybean protein, and dried whey.

• **Monsanto Chemical Co.:** Chester L. Jones has been appointed sales manager of the protective coatings department, J. B. Rutter, general manager of the Merrimac division, has announced.

• **Peter Partition Corp.:** L. P. Raubeneimer, president, has announced the purchase of a 2-story building with floor space of more than 10,000 square feet, at 19-21 Heyward St., Brooklyn, N. Y. After alterations have been completed, the offices and plant of the firm will be moved to this new location.

• **Freight Rates:** The interstate commerce commission recently authorized a five per cent rail increase and a six and one half per cent water increase in freight rates for certain items. Candy, coffee and tobacco products were among those items when shipped westbound.

• **General Foods Corp.:** L. C. Powell, formerly assistant to the district sales manager in Detroit, has been promoted to bulk sales manager of the corporation's Franklin Baker Division. G. T. Brown, who has been assistant for bulk sales in Hoboken, has been promoted to Pacific division manager of Franklin Baker with offices in San Francisco.

• **E. I. du Pont de Nemours & Co., Inc.:** J. W. Kinsman has been appointed vice president and member of the executive committee to succeed W. F. Harrington who has retired but will continue to serve as a member of the board.

• **T. H. Angermeier & Co.:** Wilbur E. Angermeier announced recently the appointment of Frank M. McIntire, Jr., as a member of the technical service staff of the Veg-A-Loid division. Mr. McIntire will assume the duties vacated by William Frangos

for August, 1947



Shopping for Milk?

Be sure to check with "Burckhalter." You'll like the uniform top quality of "Burck-Brand" and the quick, personalized service that goes with it.

Supplying high quality milk to Manufacturing Confectioners for more than 20 years.

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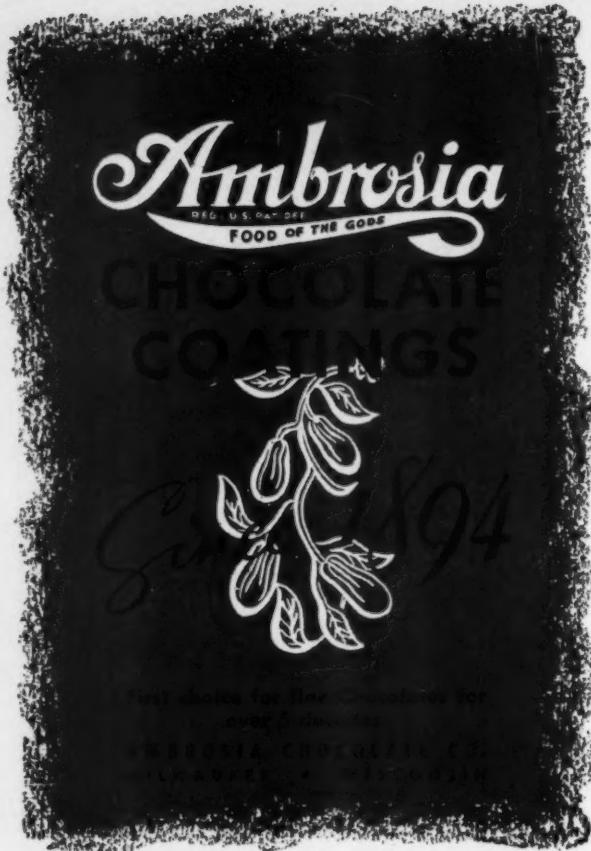
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who has resigned. At the same time, a new program was announced which will closely coordinate the activities of the Angermeier service department and the research laboratory to provide candy manufacturers with formulas and production procedures for moisture control.

- **Tri-Clover Machine Co.:** A new, improved sanitary pump is now in production, Tri-Clover announced recently. One of the special features of this pump is an entirely new type of adjustable, sanitary seal which provides positive protection against leakage and product contamination, it is claimed. Capacity ranges from 5 to 500 gallons per minute.

- **Nut Crop:** California's 1947 almond crop is estimated, by the California Crop & Livestock Reporting Service, at 29,700 tons, which is less than last year's bumper harvest of 37,800 tons, but which compares well with 27,200 tons in 1945 and 24,000 tons in 1944. The forecast for walnuts is 60,000 tons from California and 8200 tons from Oregon. The yield of filberts is forecast at 9100 tons.

- **Strathmore Products Co.:** The production of a new sweetening agent called Dulsac, which is said to be 600 times sweeter than sugar, has been announced by Strathmore. The new product is said to be non-nutritive and to have no after-taste. At the present time Dulsac is being distributed for manufacturing purposes, for export only.

- **Berman Chemical Co.:** "Bull Frog" Metal Cleanser, especially developed for the cleansing of copper kettles and cooking utensils, is now being introduced to the confectionery field by the Berman Chemical Co., 367 Tenth Street, Toledo 2, Ohio. Samples of the product will be sent upon request.

- **Solvay Sales Corp.:** A new 100 page technical bulletin on the analysis of municipal and industrial waters has been announced. Free copies may be obtained by writing to Solvay Sales Corp., Advertising and Sales Promotion Dept., 40 Rector St., New York 6, N. Y., requesting bulletin No. 11, "Water Analysis."

- **American Machine & Foundry Co.:** Raymond C. Morse has been appointed director of insurance and taxes.

- **American Maize Products Co.:** Charles H. Sanford, Jr., has been appointed assistant sales manager of the Grocery Products Division, Charles F.

"Seamless"

Copper Candy Kettles

We specialize in the manufacture and repair of all types of copper steam jacket and open fire kettles.

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ESTABLISHED 1907

Baumgart, sales manager, announced recently. Mr. Sanford was formerly a vice president of the John T. Graff Co., Inc.

• **Glidden Co.:** Construction has begun on a \$400,000 addition to the Elmhurst, Long Island, plant of Durkee Famous Foods, L. Y. Pulliam, vice president, has announced. The new addition will provide 35,000 square feet of floor space in a two-story, reinforced concrete structure. Mr. Pulliam also revealed that the Elmhurst Division had recently spent \$200,000 for the purchase of new equipment.

• **Chas. H. Stehling Co.:** George T. Stehling, president, died on June 24.

• **Borden Co.:** Victor J. Stolfi, Ralph J. Watson and Harry N. Webster, all of whom have been with the company for over 15 years, were appointed assistant general controllers, T. O. Hofman, general controller, announced recently.

• **Monsanto Chemical Co.:** Albert H. Bump, of the Merrimac division, has been appointed senior industrial scientist, division general manager J. B. Rutter announced. This new post has been created for men of unusual achievements to enable them to pursue pioneer work in new fields and techniques.

• **Corn Products Refining Co.:** Dr. E. W. Reid, vice president in charge of the chemical division, has been elected a director. A. G. Peterson, vice president of Corn Products Sales Co., has moved his headquarters from Philadelphia to 17 Battery Place, N. Y.

• **Dominican Chocolate:** A large new plant for the manufacture of Dominican chocolate and its by-products will start operation as soon as equipment purchased at a cost of \$400,000 is installed, it was announced by the Dominican Information Center, New York City. The plant will be located in Puerta Plata, Republic of Dominica.

• **Packaging Machinery:** The Packaging Machinery Manufacturers' Institute will hold its fifteenth annual meeting on Oct. 6 and 7, 1947, at the Hotel Sheraton, Springfield, Mass., George W. von Hofe, Institute president, announced recently. George A. Mohlman, president of Package Machinery Co., is chairman of the committee on arrangements.

• **Sugar:** On July 9, 1947, the Sugar Rationing Administration announced a system to make more flexible the use of sugar allotments. If a retailer or wholesaler is unable to deliver sugar to an indus-



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PRINCIPLES and DESIGN of CHOCOLATE COOLING TUNNELS

By

Edward W. Meeker
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W. E. HIGGINBOTTOM
has been named as de-
sign engineer by the
Shumann Equipment
Co., Pittsburgh. He was
formerly president of
Package Specialties,
Newark, and consultant
for various packaging
machinery firms.

- **Report Survey:** Cited for excellence of their 1946 annual financial reports in the Seventh Annual Report Survey conducted by Financial World were the following firms: American Chicle Co.; Clinton Industries, Inc.; Sweets Co. of America; American Crystal Sugar; American Molasses Co.; American Sugar Refining Co.; Corn Products Refining Co.; Godchaux Sugars, Inc.; and National Sugar Refining Co. Final judging by an independent board of judges and the awarding of trophies for the best reports will be completed by mid-September.

- **Corn Syrup and Corn Sugar:** Effective as of July 15, 1947, the Sugar Rationing Administration announced the removal from price control of syrups, corn sugars, corn syrup solids, and blended syrups containing ten per cent or more of corn syrup or corn sugar. Price controls have been removed from these products, SRA said because of excessive administrative burdens which would accompany attempts to adjust the prices under control.

- **Sugar:** Industrial users of sugar now have the option of re-registering multiple industrial user establishments separately or together as a unit, the Sugar Rationing Administration announced on July 14, 1947. Establishments registered together as a unit may use their allotment interchangeably.

- **Packaging:** The Department of Commerce has reported that packaging, including design, testing, production shipping and merchandising, has become a five billion dollar business. Although the demand for containers still exceeds the supply in most instances, the report claims that the present demand is not inflated.

- **Milprint, Inc.:** A new package for the salt water taffy produced by Oliver-Finnie Co. has been completed by Milprint. The package, which is made of cellophane, is printed in silver, blue, and white, and the design features a sail boat and waves.

- **Paper and Paperboard:** According to a preliminary report released by the Bureau of the Census, production of paper and paperboard during May

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MACHINERY WANTED

Wanted: 2-24" Greer or other enrober with or without tunnels. 2 large tempering kettles. 2 steam-jacketed kettles with double action stirrers. A marshmallow beater, a depositor, buck and printer. 2 or 3 bag peanut roaster with cooler. Box C-271 **The Manufacturing Confectioner.**

Machinery Wanted: 200 lb. vacuum cooker for hard candy for 100 lb. steam pressure. Give full particulars to Box A-8713, **The Manufacturing Confectioner.**

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Wanted: Enrober with plaque delivery system, foil wrapping machine in working condition. State price, particulars. Box A-874, **The Manufacturing Confectioner.**

Machinery Wanted: 50 to 100 lb. Allis-Chalmers pulling machine, 220 volt, 3 phas., 60 cycle motor. Box A-872, **The Manufacturing Confectioner.**

Wanted: National cream remelter kettles. Box TF-872, **The Manufacturing Confectioner.**

Wanted: For immediate delivery, machine to wrap cylindrical stick candy 3 1/4" long and 13/32" in diameter. Write De Luxe Candy Co., Inc., 2011 No. Washington Ave., Minneapolis 11, Minnesota.

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For Sale: One 16" National enrober, good condition with 31 ft. tunnel, \$1,200. One caramel cutter with gang knives, \$115. Box A-8716, **The Manufacturing Confectioner.**

Machinery for Sale: 1 Barrett Cravens RKZ 960 lift truck with 6 steel skids PM type, 36 by 60 by 9 1/2, practically new. Box A-873, **The Manufacturing Confectioner.**

For Sale: One White circular knife caramel cutter, 20 inch width. Price \$350. One Merrow cut-roll machine, fully equipped, \$3,600. One Monitor nugget cutter, \$300. All motor equipped, 220 A.C. power. Box A-8711, **The Manufacturing Confectioner.**

Machinery for Sale: 24" Greer enrober with 65' air-cooled tunnel and 30' packing table. Good condition. Box A-8714, **The Manufacturing Confectioner.**

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Wanted: Position as foreman or assistant superintendent, 46 years of age. Married. Have had 25 years experience in soft goods department working with creams, jellies, marshmallows and other kind of candies. Best of references given on request. Will be available the middle of August. Box A-8710, **The Manufacturing Confectioner.**

HELP WANTED

Candymaker: Good all around man, able to take full charge of small retail manufacturing plant (one enrober) making high class line of boxed chocolates. State experience, salary expected in first letter. Trudie Candy Co., Inc., 1204 Myrtle Ave., Brooklyn, N. Y.



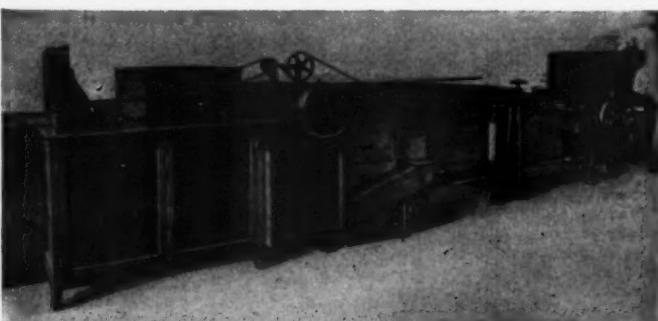
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HELP WANTED (Contd.)

Superintendent: We are looking for a man who is qualified in taking full charge of manufacturing a line of bars, bulk and package chocolates, so that he may act as superintendent when he has shown his ability. In reply please state experience, wages desired, a list of former employees and types of candy you can make. All correspondence will be strictly confidential. Box A-871, **The Manufacturing Confectioner.**

We are planning the establishment of a technical service laboratory, at our Hoboken plant, to develop new and improved coconut confectionery pieces. We believe this offers an opportunity to a relatively young man, to direct the operation. He will require practical experience in the manufacture of candy; imagination to develop new coconut candies, and the improvement of present formulas; and ability to work harmoniously with production, sales and advertising people. Write in confidence, stating age, experience, ambitions, and salary requirements. Personnel Department, FRANKLIN BAKER DIVISION, GENERAL FOODS CORPORATION, 15TH & BLOOMFIELD STREETS, HOBOKEN, NEW JERSEY.

Wanted: A Texas manufacturing firm of high grade candies with national distribution requires the services of an A-1 candy maker, who also is a good production manager. A most unusual opportunity with a real future. This is a progressive, growing organization. Give full details regarding yourself. All information strictly confidential. Box A-877, **The Manufacturing Confectioner.**

Salesman: We want a man 35-40 years old who has real good contacts with wholesale bakers and confectioners in New England territory to sell a full lines of manufactured milk products; i.e. spray and roller powder, sweetened condensed, etc. Must have late model car. Good salary and expenses for right man. Please give experience record in full confidence. Box A-879, **The Manufacturing Confectioner.**

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Candy, fountain or drug salesman established and calling on any of the following territories at frequent intervals and interested in an excellent, profitable side line for any of the following territories: New Mexico and Arizona—West Texas and Oklahoma—Utah, Idaho and Montana. Please write WARREN WATKINS, WHITE HOUSE CHOCOLATES INC., 768 MERCHANT ST., LOS ANGELES 21, CAL.

HELP WANTED (Contd.)

Wanted: A single man who can operate Lynch Wrap-O-Matic and other candy manufacturing machinery. Factory located in the Middle West, 500 miles from Chicago. Box TF-771, **The Manufacturing Confectioner.**

CHOCOLATE ENROBER MAN

Thoroughly experienced who can take full charge of enrobing department. Give previous experience, marital status, age, etc. Box A-878, **The Manufacturing Confectioner.**

BOX CANDY SUPERINTENDENT

Factory Superintendent for aggressive box candy manufacturer of quality merchandise doing important volume. (Located in the South.) Must be thoroughly experienced in production flow from manufacturing through packing room. Experienced, energetic man with initiative will welcome this opportunity. In reply state age, experience, salary and any other pertinent information. Our organization knows of this ad. Box A-8718, **The Manufacturing Confectioner.**

SALES LINES WANTED

Wanted: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candler Bldg., Atlanta, Georgia.

Sales Lines Wanted: Thoroughly experienced salesman candy jobbers, wholesale grocery and syndicate trade, looking for a good line of bulk and package goods, must be of high quality. Territory: Eastern Pennsylvania, South Jersey, Baltimore, Wash. and Eastern Shore. Wm. A. Rothwell, 6951 Cedar Park Ave., Phila. 38, Pa.

NATIONAL SALES ORGANIZATION: CAN FINANCE OWN ACCOUNTS. THOROUGH COVERAGE ALL WHOLESALE CONFECTIONERS, GROCERS, DRUGS, CHAIN OUTLETS, VARIETY AND DEPARTMENT STORES. CAN PRODUCE PROMPT, SUBSTANTIAL, IMPORTANT RESULTS. WRITE BOX B-872, **The Manufacturing Confectioner.**

SALES LINES WANTED (Contd.)

Wanted: Candy and allied lines for the State of Texas, by established broker. Box K-371, **The Manufacturing Confectioner.**

MISCELLANEOUS

Wanted: Domestic chocolate liquor and dark chocolate coatings, any quantities. Write Box D-771, **The Manufacturing Confectioner.**

Cocoa: Approximately 80,000 pounds for sale at attractive price. Brands, prices, will be given upon request. Subject to prior sale. Box A-876, **The Manufacturing Confectioner.**

We can furnish complete valuable and up to date information and instructions, how to manufacture all kinds of candy. Would like to hear from factory or retail store owners who figure on adding new depts., lines or items. Let us solve your problems by mail or if desired we can send man to your city. Fair compensation expected. Box A-8715, **The Manufacturing Confectioner.**

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THE FEDERAL FOOD AND DRUG ADMINISTRATION recently investigated bubble gum when numerous complaints were received by worried mothers whose small fry had developed mysterious headaches and sore throats. Armed with 17 brands of bubble gum and using experimental monkeys and Federal employees as the chewers, the investigation got under way. The final results vindicated bubble gum. All headaches and sore throats noted were attributed to the use of too many sticks of gum at one time and to excessive violence of chewing. Apparently the return of bubble gum had swept some of younger America into a frenzy of mastication in which the spirit was willing but the jaws were weak.

DICK TRACY DEPT.: Latest super-sleuth to enter the whodunit field is none other than a candy salesman called Matt Winters. In a murder mystery published recently, the evil-doer is brought to justice by friend Matt who, when he is not catching crooks, spends his time selling candy known as "Super Dick".

HIGHER COSTS DEPT: The following item is presented for whatever solace it might bring to candy manufacturers who are bedeviled by rising costs. A gentleman representing one of Shanghai's leading confectionery shops appeared in Vancouver, B. C., recently looking for a good candy maker. The salary offered was 16,000,000 Chinese dollars per month, the equivalent of about 400 Canadian dollars per month.

DEAR JOHN BULL: By this time most Americans had begun to realize that chewing gum was considered a bit *gauche*. In fact some of our better-informed friends told us that the British thought it down right vulgar. As you probably know, most of us went right on chewing it. Now, with the help of street car and bus ads, we learn that Lady Iris Mountbatten "prefers the new Mint Cocktail gum" and thinks that "this stimulating blend is the height of good taste." What gives, John? You've got us a bit confused.

MORE CRIME NOTES: The proprietor of a notions shop at the entrance to the Army's Hamilton Field, Cal., opened her shop for business one morning last month to find one window broken and two bags of candy missing. By the candy case was a \$5 bill.



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EDITORIAL

States Taxing Confectionery

NEW STATE LEGISLATURES and Congress went into session in 1947 and a wave of sales tax legislation swept the country. The candy industry was hard hit by this legislative action, for of the many sales tax bills that were proposed seven states' bills were very definitely slanted towards the sale of candy. In these states legislation which exempted from tax foods "other than candy and confectionery" presented a problem to the industry.

Of the seven discriminatory bills introduced, three were passed despite opposition, three were killed by the legislatures, and on one action has been postponed until a later date.

States passing legislation were Connecticut, Maryland and New York. The bill passed by New York did not approve a statewide retail sales tax, but was in the form of an Enabling Act which granted permission to the counties and to cities having populations in excess of 100,000 to pass local retail sales tax ordinances. In New York State, Erie County has been the only section to take advantage of this new law so far.

West Virginia and Florida legislatures voted to kill sales tax proposals which would have taxed candy. The state of Georgia also killed a tax bill which would have levied a tax on candy by exempting it from the food classification, but re-introduction of this bill before a special session of the legislature is highly probable.

Two sales tax bills are still pending in the District of Columbia. Only one of these bills has wording of discriminatory nature in reference to candy. At the time hearings were being held on this bill, a special NCA committee presented its case opposing this legislation before the Fiscal Sub-Committee of both House and Senate District of Columbia committees.

Leading the fight against discriminatory tax bills was the National Confectioners Ass'n. The NCA staff worked with specially appointed committees in the states where discriminatory legislation was proposed. In addition, a four page pamphlet, "Justice for Candy," was developed which stated the reasons why candy should not be taxed if other foods were exempt. This pamphlet plus other educational materials were presented to NCA members for transmittal to members of state legislatures.

NCA President, Philip P. Gott, has stated in challenging the justice of sales tax bills which treat candy differently from other foods, the confectionery industry does not ask for favoritism nor does it seek to avoid its fair share of the tax load.

"The fact that candy is a wholesome, low-cost food," stated Mr. Gott, "has been proven both by decisions handed down by the Supreme Court and by the fact that

candy was accepted by the armed forces as an integral part of combat rations. Why should candy, produced by our industry, manufactured entirely from other foods that are tax free, be exempted from the classification of "food" and be forced to unjustly carry a discriminatory tax burden?"

At the same time, taxes other than sales taxes present a problem to the industry. On June 2, the *Wall Street Journal* reported Congressional consideration by the House Ways and Means Committee of increasing the number of items subject to the present excise taxes. One of the five items which are being considered as a source of extra revenue for the government is candy. A 15 per cent tax on candy has been suggested and such action would mean an approximate \$100 million charge against the industry.

If, at a later date, direct action in the form of introduction of a bill covering increased excise taxes is presented to Congress, the National Confectioners Ass'n has announced that it is prepared to appear before the appropriate congressional committee to stress candy's place in the normal diet as a food as well as to point out the quick-energy value of candy in the field of nutrition.

The Manufacturing Confectioner urges all members of the confectionery industry to oppose, both individually and through cooperation with the NCA, legislation which discriminates against candy by exempting it from the food classification. Unless we fight these discriminatory taxes, much of the ground gained in the campaign to publicize candy's proper place in the diet is apt to be lost.

New Trade Mark Law in Effect

EFFECTIVE LAST MONTH, the Trade Mark Act of 1946—popularly known as the Lanham Act—consolidates all previous trade mark legislation and codifies 40 years' accumulation of legal interpretations and statutes.

Although the new law provides expansion of registrability, incontestability of registered marks, improved remedies, and incidental benefits, manufacturing confectioners, it is emphasized, should not assume that mere registration of a trade mark will mean the end of all their trade mark troubles.

Last year a record 26,216 applications entered the U.S. Patent Office. In the past 20 years 325,495 applications were made, and 207,316 trade marks actually registered. Numerous cases also exist wherein trade marks were so "good" that they became generic terms.

Conversion of existing registrations to conform to the new legislation requires careful attention of all trade mark holders in the confectionery industry. Readers will find a helpful study of the new act in the March issue.

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